

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XLV

JANUARY, 1927

No. 1



"Happy New Year"

This expresses our sincere wish for personal happiness, successful accomplishment and business prosperity among all our good friends in the trade, throughout the coming year.

THANK YOU!

We use this public medium to thank you heartily, one and all, for your patronage during the year (and years) past and for special courtesies, service, and considerations rendered us.

We appreciate the value of your share in whatever of progress and prosperity the past has given us and with this acknowledgment, bespeak continuance, if merited.

RESOLVED: We also are turning over a "new leaf," today. It is our firm resolve to be a better Nursery in every way, if possible. We want to grow better stock, more of it,—and sell it all. To insure this, we pledge our personal devotion and spirit, and a business conduct calculated to justify our faith in complete fulfillment.

Cordially yours,

THE STORRS & HARRISON CO.

"The Painesville Nurseries"

PAINESVILLE,

OHIO



39 STATE ST.



ROCHESTER, N.Y.

American Fruits Publishing Co.

For Season Of 1927

**Pears, Cherries and Roses
Are
OUR LEADERS**

A Complete Variety List of
**FRUIT TREES
ORNAMENTAL TREES
SHRUBS
PERENNIALS, EVERGREENS**

W. & T. SMITH COMPANY

Lowest Prices Consistent With Quality

1000 Acres GENEVA, N. Y. 80 Years

SPRING 1927

**A Complete Line of
Nursery Stock**

Fruit and Shade Trees

Shrubs, Privet, Vines

Roses and Perennials

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Cherry—1 and 2 year

Apple—2 and 3 year

Plum—1 and 2 year

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ESTABLISHED 1878

CHERRY TREES! CHERRY TREES!

The Best That Can Be Grown!

**SWEET AND SOUR ONE AND TWO YEAR
CAR LOTS OR LESS**

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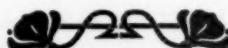
**Standard and Dwarf Apple
Standard and Dwarf Pear,
Plum, Quince and Peach
TRUE TO NAME**

Write For Our Attractive Prices

KELLY BROTHERS NURSERIES

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**WE take this opportunity to wish
you all a most prosperous 1927**



Our Surplus List still contains a few

FRUIT STOCKS

ANGERS QUINCE FRENCH MAZZARD FRENCH MYROBOLAN

ROSE STOCKS

FRENCH MANETTI HOLLAND RUGOSA

**CONNECTICUT VALLEY
GROWN SEEDLINGS**

**FRENCH PEAR
BERRERY THUNBERGI**

ROSES

Send for our complete list.

**C. E. Wilson & Co.
MANCHESTER, CONN.**

THE MONROE NURSERY
ESTABLISHED 1847
Offers a Fine Stock of
SPECIMEN EVERGREENS
Fruit and Ornamental
TREES and SHRUBS

Will be pleased to quote on your list of wants

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MONROE, MICHIGAN
Manufacturers of

I. E. Ilgenfritz' Sons Co's. Celebrated Graft and Stock Planter and Firmer

PRINCETON PRODUCTS

The Standard of Excellence
In Ornamentals

Winter is the time to get set for the Spring business.
Are you on our mailing list?
Write us early so that you will get our Spring Catalogue,
which contains many new, interesting varieties, as well as
the complete general line.

PRINCETON NURSERIES
PRINCETON, NEW JERSEY

Source of **RELIABLE** Nursery News

Is the Nursery Trade Journal

EXCLUSIVELY FOR NURSERYMEN

Those who are content
with a side issue
Get side issue results

The only publication in America devoted to the Nursery Trade in general as a Main Issue is the

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Tennessee Wildlings Evergreen Shrubs

FIRST CLASS COLLECTED STOCK

Rhododendrons maxim.	2½ to 3½ ft., per 100	\$30.00
	3½ to 4½ ft., per 100	28.00
Mountain Laurel,	2½ to 3½ ft., per 100	28.00
	3½ to 4½ ft., per 100	35.00
Hemlock, 2½ to 3½ ft., per 100		20.00
Cedar, 2 to 3 ft., per 100		15.00
Balled and Burlapped. Cash please. Order from this ad; it's my price list.		

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**THIS SPACE
\$5.60 PER MONTH**
Under Yearly Term—Including publication also in the
"American Nursery Trade Bulletin"
THUS COVERING THE TRADE



OUR SPECIALTY
OWN ROOT
R O S E S
Field Grown

Howard Rose Company
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Wayside Gardens

HARDY PERENNIAL PLANTS
EXCLUSIVELY

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QUALITY NURSERY STOCK

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Philadelphus Virginal	American White Ash
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Hydrangea Arborescens	Mountain Ash
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Full Line of
EVERGREENS, PERENNIALS AND FRUITS
At Prices That Will Make You Money

Quality Stock

PETER BOHLENDER & SONS
Tippecanoe City, Ohio

For 58 Cents Per Inch Per Week
You Can Maintain Your Business Announcement In
American Nursery Trade Bulletin
IN ITS PRESENT FORM

- 1 Carrying the latest Nursery Trade news
- 2 Surplus and Wants throughout country
- 3 Wide variety of trade stock listings
- 4 Representing leading Nursery Growers
- 5 Exclusive Nursery Trade features

Subscription: \$2.50 per year, including American Nurseryman
Advertising: \$2.80 per inch Date of Publication: 15th

NATIONAL CIRCULATION

AMERICAN FRUITS PUB'G. CO., P. O. Box 124,
ROCHESTER, NEW YORK

1893 Thirty-four Years in American Horticulture 1927

CHERRY TREES

Sweets on both mazzard and mahaleb stocks, one and two year.

Sours on mahaleb stocks one and two year.

Trees grown in a "cherry country" where both sours and sweets flourish.

Write for Price List.

Special Prices on Car Lots.

J. F. JONES, Lancaster, Pa.

Almost All of Our Stock for This Season is in our Big New Storage.



Some Surpluses are developing in
TWO YEAR PEAR
TWO YEAR CHERRY
ONE AND TWO YEAR PLUM
ONE YEAR PEACH
TWO YEAR SHRUBS
TWO YEAR PRIVET
and OUR EXTRA QUALITY ROSES

Let us have Your Want Lists.

The Huntsville Wholesale Nurseries, Inc.,
1872 HUNTSVILLE, ALABAMA 1927

Chief Exponent of the American Nursery Trade
The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,
39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$2.50 per yr.; 3 yrs. for \$6.00
Canada and abroad: 50 cents extra per year.

ADVERTISING RATE, \$2.80 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge. Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have. It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

We Offer
for

Spring 1927

SHRUBS

ROSE BUSHES

FRUIT TREES

HEDGE PLANTS

ORNAMENTAL TREES

RICE BROTHERS CO.

GENEVA

NEW YORK

BOUNTIFUL RIDGE NURSERIES

offers

Peach and Apple Trees
IN CAR LOAD LOTS OR LESS

In all of the leading varieties and grades for Early Spring shipment. June the first terms 1927. Let us have your list of wants. We will quote you prices that will save you money.

We also have a fine lot of Barberry Thunbergi, 18 to 24 inches and in 12 to 15 inch grade, stocky and well rooted, that we will make very attractive prices on.

Our stock has won two Blue and one Special Gold Ribbon at State and County Fairs this season. Let it win trade for you. Mail us your list of requirements.

BOUNTIFUL RIDGE NURSERIES

Princess Anne, Maryland



**Strawberry Plants
of Quality**

When you plant the J. A. Bauer "BLUE RIBBON BRAND" Berry Plants, you plant the best grown!

Special prices to nurserymen! We can ship your orders direct to your patrons at no additional cost to you.

Large stock of leading varieties. Plenty of fine Progressive everbearing plants. Satisfaction guaranteed.

Wholesale Price List Free

J. A. BAUER

Lock Box 38

Judsonia, Ark.

SPRING 1927

We offer you a complete line of

General Nursery Stock

APPLE SCIONS

ready for shipment now

APPLE SEEDLINGS

(Kansas Grown)

JAPAN PEAR SEEDLINGS

FOREST TREE SEEDLINGS

The Ottawa Star Nurseries

OTTAWA, KANSAS

AMERICAN NURSERYMAN --- January 1927

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboretum are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the cariot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," including "American Nursery Trade Bulletin," will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLcott
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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1927

is right on us. Are you prepared for the Spring Season?

Watch for Inventory Bulletin out in a few days.

ORDER NOW and SAVE MONEY

C. R. Burr & Co., Inc.
GENERAL NURSERYMEN
MANCHESTER, CONN.

We do not sell at wholesale to retail buyers.

CATALOGUES

Your "Salesman"

MAKE sure that your "Salesman"—your Catalogue—does represent you and your business; that it reflects the personality of your firm and expresses the individuality of your business; that it tells buyers why they ought to buy your stock.

Your Catalogue written with that idea and then printed and illustrated with an understanding of the nursery business, will be a good Catalogue. This is a good time to write us about the next one.

Our Catalogue Platebook

We have built a good catalogue platebook. It measures up to present advertising standards. It gives your salesmen complete selling equipment. Immediate delivery, your copies to have individual covers.

THE DU BOIS PRESS
ROCHESTER, NEW YORK

Offering To The Trade

We offer the following for delivery next Spring:

500	<i>Cornus alba sibirica</i> (Coral Dogwood)	2-3	ft.
500	" " " "	3-4	ft.
500	<i>Weigela rosea</i> (Pink weigela)	2-3	ft.
500	" " " "	3-4	ft.
500	<i>Forsythia Fortunei</i>	2-3	ft.
500	<i>Hydrangea pan. grand.</i> (Hy. Peegee)	18-24	in.
500	" " " "	2-3	ft.
600	<i>Lonicera grand. rosea</i> (Pink)		
1000	" <i>morrowi</i> (Morrow honeysuckle)	3-4	ft.
500	" <i>tatarica alba</i> (White Tartarian honeysuckle)	3-4	ft.
500	<i>Rhus typhina lacinata</i> (Shredded sumac)	4-6	ft.
1000	<i>Viburnum dentatum</i> (Arrowwood)	2-3	ft.
1000	" <i>opulus sterile</i> (Common Snowball)	18-24	in.
500	<i>Populus eugenei</i> (Carolina Poplar)	6-8	ft.
500	" " " "	8-10	ft.

Roses

1000	<i>Dorothy Perkins</i>
1000	<i>Excelsa</i>
500	<i>Cl. Baby Rambler</i>
500	<i>White Dorothy</i>
300	<i>Gruss an Teplitz</i>
300	<i>Gen. Jacqueminot</i>
200	<i>Frau Karl Druschki</i> (Snow Queen)
200	<i>LaFrance</i>
100	<i>Marshall P. Wilder</i>

Write us for quotations on this stock—the prices are right.

STARK BRO'S
Nurseries and Orchards Co.
LOUISIANA, MO.

AMERICAN FRUITS PUBLISHING CO.

American Nurseryman American Nut Journal
American Nursery Trade Bulletin American Nut Trade Bulletin
P. O. Box 124 39 State St.
Rochester, N. Y.

24 Issues for \$30

A Whole Year's Advertising

Less Than 58c Per Inch Per Week

¶ Is your business able to maintain a display sign the year around before the entire Nursery Trade? You can do it for above rate, commencing now, in

AMERICAN NURSERYMAN
AMERICAN NURSERY TRADE BULLETIN

In both publications for the single rate
Twice a month publicity

THIS SPACE

\$2.50 Per Month Under Yearly Contract Terms

58 Cents Per Week

Less Than Yearly: \$2.80 Per Month

American Nurseryman

The Chief Exponent of the American Nursery Trade
National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLV

ROCHESTER, N. Y., JANUARY, 1927

No. 1

AS TO ETHICS AND FRIENDSHIP IN BUSINESS

By E. A. Smith, Lake City, Minn., at Northern Retailer's Convention

FRIENDSHIP in theory and friendship in practice are two different things. When applied to business, the friendship in general use is get the money.

Not long ago a gentleman said to me, "There are many acquaintances in the same business, but there are no friends." This remark was passed for my benefit, as I had recently bought goods of his competitor. I did so, because I could buy a better article at a better price, which is just what my friend would have done. In this case, the "ethics" was price only.

Friendship does not require one to do business at a loss, and the "ethics" of business do not require one to sign a note upon request that does not carry with it satisfactory security and an assurance that it will be paid when due. Such a request is an imposition; it suggests friendliness for convenience and business reasons only and it should be treated as such. The "Golden Rule" is good enough to apply to friendly transactions of any kind.

There is, however, a friendly sentiment among business men that cannot and should not be disregarded, it is known as "good will," and poor indeed is the business or the man that does not possess it.

A man came to me a few days ago to sell an industrial bond. The "good will" of the concern was listed at \$600,000. I said: "You can't cash in on it." He replied: "It is worth to the concern all that it claims, take away the 'good will' and the company would have to start over again at an immense cost." This firm was doing a large and profitable business.

Success is usually measured in dollars and cents, but I have known rich men who were to be pitied because their money had been gained through unfair means and they were unable to appropriate the finer qualities and sentiments found in the lives of men. It is not necessary to be cold blooded in order to be successful or to play the Shylock and squeeze the last penny at human cost. Fair play should be present in all business transactions.

Business never suffers because of friends; it sometimes fails through lack of them. I know an insurance agent who is the star salesman for his company in Minneapolis. Every year he is given a vacation and trip with expenses all paid. I asked him the key to his success. He replied: "I have friends, they are the best investment I can make."

ADVERTISING

Advertising plays an important part in the ethics of all business. To what extent shall descriptions, advantages and resources be advertised. Surely, they should not be too far separated from the truth.

In this connection an advertisement in the Moorhead, Minn., News, dated May 12, 1926, also in the Duluth Tribune, dated May 19, 1926, in which mention was made of "carload lots of blizzard belt Nursery stock to be sacrificed at less than wholesale prices; big, healthy, vigorous plants from a bankrupt Nursery." I know of but one bankrupt Nursery in the Northwest last year,

and as the stock did not come from that Nursery, I can only infer where the stock did come from. There was no name attached to the advertisement merely a place indicated where the customer could go and buy the stock. I do not know who was selling these bankrupt carloads of big, healthy stock at less than wholesale prices, but I choose to think it was not a member of this association, for it has resolutely stood against such practices in days gone by.

The violation of all business principles and ethics here involved was the flagrant deception practiced against a Nursery really innocent and then trying to hide under their misfortune. If methods of this kind are encouraged and persisted in, the reaction will prove disastrous to every Nurseryman, for customers will become educated to the fact they can get stock cheap later in the season and will pass up orders during the year, preferring to take their chances and wait, and Nurserymen will lose confidence in each other.

It is only through organizations of this kind, that sufficient influence can be brought to bear upon individuals so they will play the business game openly and fairly. Even so, loop holes will be found in which interested parties may try to go through the line without penalty for a touch down and a goal(?) dollar afterwards. How to better existing conditions is the question.

DEPARTMENT STORES

In this connection, what should Nurseries do in order to overcome the practice of department stores that sell Nursery stock at ruinous prices? Shall Nurseries sell their surplus stock to these stores at ruinous prices also, and thus encourage the very practice they are trying to defeat?

Can such stores be forced into raising their prices or forced to quit the Nursery business entirely? Probably not, if Nurseries encourage the custom by setting the example.

If a Nursery has a quantity of unsold stock on hand toward the close of the season, it requires a lot of moral and real business stamina to burn it when it can be sold at an attractive profit. If all Nurseries would act together and destroy the undesirable portion of their surplus stock, or sell it to bargain hunters at such prices that it could not be resold ruinously, the remedy would cure the disease; but it is not fair to ask one Nursery to make the sacrifice when there are others who will not make it. I therefore see no other way, than to go to it, and may the Lord protect the hindmost, for no one else will.

Further, there should not be included, in advertising, lands listed in the acreage of Nursery stock that were never used or intended for Nursery purposes, nor should quantities, varieties, sizes and qualities of stock which do not exist, be advertised falsely, creating wrong impressions and serious misunderstandings.

BOOST THE ASSOCIATION

Is this organization making the most of its position and opportunities? How few people know or care anything about the N. N. Association. Not twenty-five per cent of the Nurserymen in the Northwest are members, and not fifty per cent of those remaining know anything about it or its objects.

Judicious advertising will help reach some of these men; personal service will do the

rest. An increased membership in this organization is necessary. Hire a man to visit and page every Nursery in Northwest territory. Remove some of the constitutional requirements, so the small Nursery that does a good local business thereby knocking the corners off the bigger trade, can come in. Will such a course pay? It should. A trial is the only thing that will put the proposition to a real test.

Letterheads and circulars mentioning the fact of membership and what it stands for, told in a few words, will prove a good investment. If advertising is worth anything, here is where it will pay good dividends.

KNOCKING

It is poor ethics for one firm to talk against another or to allow their agents to do so, if the fact is known.

Not long ago, I went into a store in Minneapolis, intending to buy a radio set. The advertising of this firm was fine. I had favorably inspected this special machine elsewhere; the price was right. I was an easy sale because I was sold. The salesman, however in order to establish the superiority of his own machine started to condemn other standard makes. His business attitude was such that I walked out of the store and purchased elsewhere. A good thing can be overdone at the finish, a bad one kills itself at the start.

We all have our faults, but competitive backbiting has the least to justify it, of any. It is a sword that cuts both ways.

It should be the aim of all good business houses, to sell all they can in good orders, profitably, fairly and honestly.

IN GENERAL

There are many things that men have in common which serve to bring them together in friendly relations. Among the most important of these are social, religious and business relations. You men are here because of your business and your interests in horticulture. You are growing and selling horticultural products. So diverse are the conditions attending these things, there is always something to learn. Your business relations should bring you together helpfully; you are more necessary to each other than if each were engaged in different occupations. In your business there are unwritten laws that should be observed by each for the good of all. Agreements between customer, between companies and members of companies should be strictly carried out whenever possible, or confidence will be shattered, a most difficult thing to restore.

SERVICE

Whatever is sold should be delivered in quality and kind, together with reasonable service, whether written in the letter of the contract or not. Service means a satisfied customer and a repeat order. To illustrate: I sent a dozen collars to a laundry. I did so upon the representation of good work and corrected mistakes, if any. When returned, two collars were missing. I called attention to the mistake but it was not rectified. I changed my laundry. A small matter, but it is these small things that reflect upon one's business even more than the larger ones because there are so many more of them.

I heard a dealer in autos, say: "There are now so many good autos on the market that it is no longer a question of which one to

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NORTHERN RETAILERS' ASSOCIATION IN CONVENTION

Practical Topics Discussed by Progressive Middle States Nurserymen

THE annual convention of the Northern Retail Nurserymen's Association was held at the Nicollet Hotel, Minneapolis, Minn., December 14. The convention was well attended throughout its sessions, many of the members remarking that they had gotten more good out of the program presented than any heretofore.

The meeting was called to order at 1:00 p. m., December 14th, by President John Nordine, who in his address called attention to various ways in which the membership has been benefited in getting together each year and discussed the problems which are of common interest to all.

Geo. W. Kelley, editor, Farmstead Stock and Home, presented a paper on the subject "Is Co-operative Advertising Feasible?" Mr. Kelley argued that it is, provided the product and service are right. He urged that the product be identified by a trade mark and that the quality of stock and the service the members of the Northern Retail Nurserymen's Association are prepared to give their customers be thoroughly advertised. The profitable results of successful advertising campaigns put on by building material manufacturers, various fruit growers associations, and others were cited to substantiate Mr. Kelley's conclusion that by co-operative advertising new business could be created; and that co-operative advertising would not mean merely swapping customers.

LANDSCAPE GARDENING

Prof. C. E. Cary, who has charge of landscape gardening instruction at the University of Minnesota, reviewed the work that had been done at that institution along this line; and stated what they were prepared to do now and in the future for those who wished to take instruction in landscape gardening work, either the elementary course that is needed by the successful Nursery salesman, or the thorough course of instruction which would require several years to complete and permit the student to take a professional degree in that course.

The state entomologist and Nursery inspector, Prof. A. G. Ruggles, gave an interesting talk illustrated by lantern slides on "Insect Pests." Two of the insects which are working great destruction in certain parts of the East, the Japanese beetle and the European corn borer, were minutely described; the slides showed the destructive work of both these pests. They have not been found anywhere near our borders as yet, but it is only by the most rigorous quarantine measures that the spread of these and other pests is controlled by Federal and State quarantines.

J. D. Winter, chief deputy Nursery inspector, talked on "The Value of Quarantines." The object of the quarantine is to keep pests out of the United States which do not now exist here, and where insect pests and plant diseases do exist in a comparatively small territory, to retard their spread while search is being made in the country of which the pests are native, to find what parasites keep them in check there, and to get such parasites introduced into this country and working on the various pests that are their hosts so that their numbers will not become a more serious menace than in their native habitat.

An interesting and instructive talk was given by Theodore Wirth, Superintendent of the Minneapolis Park Board. This talk was illustrated with lantern slides, many of which were colored photographs of the ornamental plantings in various Minneapolis parks. Much credit is due to Mr. Wirth for the development of the park system of Minneapolis, comprising some 70 parks, and which ranks with the best work in that line in the country. These park plantings are of unquestioned value to the Nursery busi-

ness. In the discussion of this talk the Nurserymen located in the Twin Cities considered their business stimulated very materially by the exhibit the home-owners see in the public parks.

C. M. Roberts, lecturer for the Minnesota Department of Conservation, talked on the "Activities of the Minnesota Forestry Department," with lantern slides showing the type of land in the northern part of Minnesota which it is proposed to reforest; also the system used to prevent forest fires; and described somewhat the methods of fighting them when one starts.

ACCOUNTING AND RETAILING

The topics discussed on Wednesday afternoon were of vital interest to every Nurseryman. Ernest P. Swenson, accountant for the Jewell Nursery Company, gave a comprehensive paper on "Keeping Records of Production Costs." Mr. Swenson described in minute detail the system used by his company in keeping these very essential records. It was ordered that a copy of Mr.



C. H. ANDREWS, Faribault, Minn., Sec'y.

Swenson's paper be made available to each of the members. If growers, generally, knew the cost of growing the stock they produce, there would be less tendency to sell Nursery product for less than the cost of production as now often happens.

The subject "Building a Retail Nursery Business," was presented by E. M. Sherman, who gave an outline of his early experience in the Nursery business. It is due to a careful analysis of the cost of conducting his operations that led to the adoption of the policy that has built up his present successful retail trade. Coming from a man of his experience and remarkable success, Mr. Sherman's advice is something that it will pay all to carefully follow.

In taking up the matter of "Co-operation Between Wholesaler and Retailer," M. R. Cashman emphasized that if we are to expect the wholesaler to refrain from making sales to fruit growers, department stores, etc., at wholesale prices, the retailer who grows some stock should not dump his surplus on the wholesale market at less than prevailing wholesale rates.

LIEN LAW RESOLUTION

W. G. McKay, of Madison, Wis., discussed exhaustively the matter of a lien. On a motion duly carried, the following resolution was passed:

Resolved, That the Northern Retail Nurserymen's Association in Convention assembled go on record as being in favor of the enactment of a uniform lien law granting the right to secure liens on property for the collection of accounts only when plant material, soil, seed, fertilizer, or other planting material has been furnished and where labor has been performed in placing such material. Be it further

Resolved, That this resolution be made a part of the minutes of this convention and

that copies of the resolution be sent to the American Association of Nurserymen and to the Nursery trade journals.

R. D. Underwood's paper on "Two-year Fruit Trees. Why Not?" created considerable discussion on the advisability of the Nurseryman in the North growing his apple trees two years instead of three years as is now customary. The younger trees are preferred by orchardists in the main fruit growing districts, but the average planter, as a rule, is better pleased with a large tree.

In his talk on "What is a Fair Guaranty?" Robert Wedge mentioned two features: One, the matter of giving the planter a guaranty that the stock would be in good condition when placed in his hands, and backing that guaranty up by replacement of any stock that failed to grow if given good care; the other feature, and the one around which most of the discussion centered, was the so-called disclaimer clause. The discussion emphasized the necessity of such disclaimer clause appearing in the proper places on all order blanks, catalogues, or in letters quoting prices in order that the seller may avoid liability for excessive damages in case any stock prove untrue to label.

UNFAIR COMPETITION

Under the head of "Unfair Competition," B. J. Loss stated that, in his opinion, such practices as dumping stock at low prices was due to a fundamental mistake made when too large a stock was propagated—more than would ordinarily be distributed in regular channels by the grower. The small operator has in many cases demoralized the market by selling his product at less than a good grade can be supplied with service that ought to accompany it. This may be due to his furnishing an inferior grade or to his ignorance of what his product is costing him to produce and distribute. The suggested remedy for these conditions is the enrollment of all reliable Nurserymen, large and small, into local organizations, one in each state or, in some regions, a group of several states as one unit; such local units to have representation in the national association. The speaker's opinion was that a much larger percentage of Nurserymen would be in some trade organization if they could join a local unit whose sessions they would be quite likely to attend. Thus a greater number of those engaged in this industry could benefit from the educational programs. This would result in better grading, more ethical practices, and the Nursery trade in general would in consequence of this contact become more prosperous. After getting goods and service standardized it would then be possible to trade-mark the association's stock and advertise the quality and service. This would stimulate planting and thus make it possible to dispose of a greater quantity of Nursery products than we now do, at a price that would give a fair margin of profit. There would then be no occasion for the dumping of surplus stock at ruinous prices as now prevails to a more or less extent in most sections of the country.

D. M. Mitchell, in discussing this topic, observed that the application of the Golden Rule would solve practically all the trouble we experience from unfair competition.

ETHICS AND FRIENDSHIP

E. A. Smith who, for a number of years was secretary of the Association, was unable to be present. He sent in a paper that he had prepared for the program entitled "Ethics and Friendship in Business." This was a very constructive paper. A vote of thanks was extended to Mr. Smith and at the same time regret that he could not be present was expressed.

E. C. Hilborn of Valley City, N. D., gave an interesting address on the "Distribution of Nursery Products." He was re-appointed chairman of the committee on distribution for the American Association of Nurserymen and has given much thought to this important subject. Mr. Hilborn stated that we can profitably follow the way pointed out by other lines, citing the automobile industry.

(Continued on Page 22)

DISTRIBUTION OF NURSERY STOCK

The material in the following article has been secured by the Committee on Distribution of the American Association of which E. C. Hilborn, Valley City, N. D., is chairman.

VIRUS (MOSAIC) DISEASES OF THE RASPBERRY FROM THE VIEWPOINT OF A HORTICULTURIST

Geo. M. Darrow, Bureau of Plant Industry

We can perhaps get a proper perspective toward the mosaic type of diseases of the raspberry if we first consider how recent is our experience with three products of our generation which are greatly affecting our life, the automobile, aeroplane and radio. Of course, the radio is very new to most of us but it is not more recent than our acquaintance with the diseases of the raspberry, called mosaic or virus diseases. Their discovery is recent and our knowledge of them is slight.

WHAT MOSAICS ARE

Mosaic is the term applied to troubles showing mottling of the foliage in mosaic-like patterns and which have been found to be transmissible. As there are similar diseases that do not cause distinct mosaic patterns in the leaves, these diseases are referred to as virus diseases, and certain ones as the "mild mosaic" or "red raspberry mosaic" types of virus diseases. No one knows their cause though at a scientific meeting at Cornell University this summer the theory was advanced anew that it was a form of life smaller than any bacteria that have been seen with the highest power of microscope.

HOW THEY ARE CARRIED

If a healthy raspberry plant is fed on by aphids that have been feeding on diseased plants the healthy one will become infected. That is, aphids carry the diseases from plant to plant and they are the only known carriers of raspberry virus diseases. However, not all kinds of aphids carry virus diseases.

KINDS OF THESE DISEASES

We do not know how many different virus diseases of the raspberry there are. We know of the "mild" and the "red raspberry mosaics," the "yellows," "leaf curl" and "streak." We are very sure that there are two others and there may be several others, though they are not likely to be as serious as some of those mentioned.

WHERE THEY CAME FROM

We do not know where these virus diseases came from. Some of them have been present at least 25 years and probably much longer. Though they are serious in Europe, some of them have been found in the wild raspberries from Maryland to Maine and west to Minnesota, often in places remote from cultivated fields. They may be native or foreign and may have come to the raspberry from other plants which are affected by virus diseases such as the tobacco or potato, and transferred to raspberries by some as yet unrecognized insect carrier.

WHAT RASPBERRIES ARE AFFECTED

Black, red and purple raspberries are all affected by the virus diseases. "Streak" disease of the black raspberry, however, is not known on the red raspberry though all important red raspberry diseases at least are known on the black raspberry. Black raspberries seem to differ little in their susceptibility and degree of infestation by the diseases. Red varieties vary greatly, however. Stocks of the Ranere and Herbert varieties, for example, are quite free, yet these varieties take the diseases. Cuthbert and Marlboro stocks are seriously infected, while nearly all the stocks of Perfection and June are infected. Just why this difference occurs is not known though it may be the aphids do not care to live on the Ranere and Herbert as well as they do on the Perfection and others. The new Van Fleet variety has rarely been affected by virus diseases and is apparently very resistant to them or, more probably, to the aphids that spread the diseases. At least the relative freedom of certain varieties from virus

diseases indicates the possibility of securing sorts rarely or never affected.

THE SITUATION AT PRESENT

The present situation is about as follows: In New England and the Middle Atlantic States raspberries are badly affected generally. Many formerly growing raspberries in this region have given up this fruit because of these diseases. It may be that the wild plants are so thoroughly infected that it is impossible to keep fields in many sections of this region clean. Virus-free plants only should be set, however, and it is probable that profitable virus-free plantations can be grown in most sections.

In the Central West the raspberry fields are in general freer from virus diseases than are eastern fields, perhaps due to the fact that there are fewer wild raspberries near the fields to furnish sources of infection. The diseases are common, however, and have caused extensive losses. Nurserymen and growers in Minnesota have been able to secure an especially clear idea of the injury caused by the "mild mosaic." There the Latham variety has been affected by a form of mosaic that gradually year by year reduces the vigor of their plants as well as their yields. In some years the reduction in vigor is apparently much greater than in others. Although such diseased plants have yielded profitable crops for a few years, ultimately they become unprofitable and they are always a source of danger to clean fields. Clean plants of the Latham have been more vigorous and productive and healthy plantations are profitable for a much longer period than are diseased ones.

State authorities, Nurserymen, and growers of Minnesota have wisely co-operated in an attempt to insure that all future plantings be of mosaic-free stock. They are finding that it pays. Growers are insured clean stock for future planting that will give more profitable fields for longer period of years than they previously obtained. Nurserymen have obtained a stock of plants that is clean and that has obtained a national reputation. Latham is also becoming an important variety in other states and the large stock of plants in Minnesota Nurseries assures growers in other states of a supply of clean plants.

In the Pacific Northwest, mosaic diseases of the raspberry are rare. As a consequence of the raspberry industry there is thriving. The Cuthbert is the variety chiefly grown and it seems to be almost entirely free from these diseases. Most other varieties also are apparently clean. If sufficient healthy stocks of the Cuthbert cannot be secured in the East for planting it may be that disease-free stocks can be secured from this region.

RESULTS OF CONTROL WORK

Though we do not know the cause nor the source of the virus diseases, whether new infestations are occasionally coming from plants such as the potato and other crop plants having similar diseases nor whether the aphids that carry the diseases occasionally or commonly in some sections have altered host plants; though we cannot answer these and many other questions we can feel hope for ultimate control of the virus diseases. Large fields have been freed of the diseases by roguing and hundreds of thousands of clean plants of certain varieties are now available through Nurseries which have been given special inspection for these troubles. Inspection by one not trained to recognize the symptoms of virus diseases has no particular virtue but where trained inspectors give thorough inspection and the diseased plants are immediately destroyed clean stock has been secured. In States where the inspection has been thorough and systematic and where Nurserymen have heartily co-operated large stocks of clean plants have been

secured after two years work. The raspberry industry depends therefore on intelligent and thorough carrying out of such inspection work.

SOME ACTUAL RESULTS

In brief, some of the actual results of the investigational and control work on raspberry mosaics may be stated as follows:

1. In 1919 in the raspberry section near Cleveland, Ohio, R. B. Wilcox of the Bureau of Plant Industry began the study of a trouble of the black raspberry, now known as "streak." He soon recognized it as a virus disease of the type commonly transmitted by aphids and later proved its transmission from plant to plant by means of this insect.

2. Mr. Wilcox immediately began an attempt to control this and other virus diseases by destroying all affected plants in fields where the percentage of diseased plants was not high. He demonstrated the practicability of roguing plantations in controlling these diseases in Ohio and this is now the accepted practice.

3. Mr. Wilcox appreciated the fact that growers must have sources of clean Nursery stock and has developed sources of such stock, especially of the black raspberry varieties.

4. In Minnesota, A. G. Ruggles and J. D. Winter of the Office of Nursery Inspection realized the injury caused by the virus diseases; they convinced the Nurserymen of Minnesota of the seriousness of the injury and in co-operation with the Nurserymen of the state located relatively clean stocks of the leading varieties and arranged that all raspberry plants to be sold in the state hereafter be of certified stock, the certified stock to have been apparently free from virus diseases at the last official inspection. It is a noteworthy accomplishment to have brought it about that, in a state with the extent of Nursery interests that Minnesota has, only stocks of raspberry plants which are practically free from these diseases can now be obtained.

5. Dr. C. M. Bennett of the Michigan Experiment Station has proved that virus diseases are transmitted by certain specific aphids and has identified and differentiated the different types of these troubles.

6. Many pathologists, horticulturists and Nursery inspectors have examined and reported on raspberry plantings throughout the country so that appreciation of the nature, seriousness, extent of distribution and control of these diseases is rather widespread. As a result, in many states more and more effective work is being done in establishing raspberry stocks free from these troubles.

Rare Franklinia Tree—A survivor of a native American tree species, which once grew wild in the South but has long since fallen victim to the same fate that overtook the bison and the pronghorn antelope, is now on the campus of the University of Pennsylvania. It is perhaps appropriate that it should be sheltered there, botanists point out, because it is called Franklinia, and the name of Franklin is revered by the university as its founder.

More Land for J. & P. Co.—The Allerton farm on East Maple street, Newark, N. Y., has been purchased by the Jackson and Perkins Company, wholesale Nurserymen. The new owners expect to develop property consisting of about one hundred and fifty acres. Packing houses, greenhouses, etc., are to be erected.

EASTERN NURSERYMEN'S ASSOCIATION

H. Lloyd Haupt, Hatboro, Pa., Secy.

The winter meeting of the Eastern Nurserymen's Association will be held January 13th, 1927, at the Hotel Adelphia, Philadelphia.

The members will gather for a luncheon at 12 o'clock and the meeting will take place thereafter. The speaker of the afternoon will be from the American Arbitration Association, name not yet announced.

It is expected that the Pennsylvania Nurserymen's Association will hold its meeting during the morning at the same place.

H. L. HAUPT, Secretary.

A YEAR-END RETROSPECT AND A GLANCE AHEAD

Readers Discuss Events of 1926 and Activities for the New Year

Semi-Annual A. A. N. Convention Proposed

Greater Distribution the Big Problem

Pointer for National Publicity Campaign

In response to queries by the *American Nurseryman* the following expressions have been received from members of the trade, in a year-end retrospect and a glance ahead, on such topics as the most important event of the closing year, problems for which solution is desired, opportunities before trade organizations and subjects which Nurserymen should keep uppermost in mind during 1927:

West Grove, Pa., Dec. 11—1. Among the most important trade events of the last year should be included the fact of the information gained and given to Nurserymen by science through the Crop Investigation Institute on the subject of Crown Gall.

2. We should like to have solved the problem of how to treat soil by cover crops or otherwise, so as to entirely eliminate any traces of nematode infestation.

3. There is no one thing to my mind so much needed for the Nurserymen of this country as education of the masses in the utilization of our products.

We are facing an era when men and women in almost every walk of life have more leisure time than ever before, so the working man today does not waste so much of his time in the saloon as he once did; but he does not yet begin to realize for himself and his family the satisfaction which may come to himself and his family, if he will only learn to till the ground around his home with a hoe and make it smile back at him with a harvest of bounty and bloom.

The American Association of Nurserymen has before it a field big enough to justify it in employing specialists for some of these jobs instead of expecting "Charlie" to do everything.

ROBERT PYLE.

Organization Aid in Doubt

Hickory, N. C., Dec. 13—The drop in cotton has certainly hurt the Southern Nurserymen or any other Nurseryman doing business in the South, especially in the matter of collections.

The sales outlook for next year is very doubtful; we do not believe that it will be profitable to work the cotton territory, which covers the most of this state, the coming season, and we have been wondering where we shall have to go to sell our products.

One of the big difficulties to be corrected, perhaps the biggest, is the instability of the cotton price. Business for 1927 in the South looks rather gloomy at this time.

As to the A. A. N. or the district associations doing something to help business, we doubt if that is practicable. We have spent a good many moments thinking about this in years past, but have just about given it up as a hopeless job. The meetings of the various associations are fine to go to from a social standpoint; but the retail Nurseryman, unless he has something to buy, does not get a great deal of good out of same.

What should Nurserymen keep uppermost

in mind the coming year? We think the production of ordinary shrubs. The easily grown kind are, perhaps, being over done. We do not see much chance of there being too many evergreens grown; that is, we think there will be a demand for all of the larger sizes that will be produced anytime soon.

THE HOWARD-HICKORY CO.,
O. Joe Howard, Secy. & Treas.

Some Real Nursery Problems

Normal, Ill., Dec. 22—There is some agitation for a biennial meeting of the American Association of Nurserymen and some think it ought to be held in Chicago at the time of the Illinois meeting. Our Illinois Association has developed into a very strong association. We have held the meeting as an Illinois association having open doors to all Nurserymen whether members or not, with the idea of doing as much good to the Nursery fraternity as possible and the reason why we have never changed it into a regional or possibly a national association, if desired, has been that Illinois needed a centralized organization to be able to act on our own Illinois problems. For instance, we have now before us the proposed establishment by the Conservation Department of a State Nursery which without a good strong state organization, we would be unable to cope with at all. As it is, I am much in hopes that we can have this eliminated.

The demand has been so incessant for the change of our association to either a regional or national one that I feel certain that some action should be taken at our next meeting, January 20-21, and the matter carefully worked out.

On the question of the establishment of State Nurseries we are very much in hopes that we will be able to work out some co-operative plan by which the ideals of conservation may be carried out and assisted by the Nurserymen without the detriment of competition between a State Nursery and the established Nursery firms, for the already existing Nurseries can undoubtedly grow the stock that a conservative board would desire planted, cheaper than the state can grow and still make a legitimate profit. By co-operating in this manner the conservation board could assist in making a demand for this stock and warrant the existing Nurseries in growing it which they would be very glad to do.

Another problem that appeals to me as one of the most important requiring a great deal of work and proper planning is the question of plant protection, sometimes called plant patent. The latter name, however, is somewhat misleading. This matter will be dealt with as fully as possible at the Illinois meeting. A committee from various horticultural organizations has been working on the problem for a number of years. It is difficult to solve, but can be solved; though probably the solution will involve adherence to ethical standards in the business as much as legal protection.

This leads up to another serious question.

From our experience and reports we are having there seems to be a growing tendency among certain large concerns to refuse a certain amount of stock on practically all shipments, it seemingly being the idea to save enough out of these refusals to pay the expense of freight and packing. Such a condition as this is very demoralizing to the trade and must be corrected, for without more conscientious and honorable dealings among ourselves we are not going to be worthy of the confidence and faith of the buying public.

I think I am safe in saying that so far as the Illinois Nurserymen are concerned we will handle a proposition of this kind clean and square; for I believe the only thing that has made the Illinois association the success that it has been in the few years that the association has been organized has been because we have hewed straight to the line regardless of friends or foes, trying to put the Nursery business on a high business and ethical plane.

The Illinois association has never hesitated, if necessary, to expel a member because of unethical practice alone regardless of the legal aspect of the case; and, realizing the benefit that a strict moral code has been, I believe there is no question in the minds of the membership that our past policies will be strictly adhered to in the future.

We have a code of ethics in Illinois that we are honestly trying to live up to. If we all live up to such a code of ethics, I do not believe there will be any problems in the Nursery business that we cannot easily surmount.

A. M. AUGUSTINE.

A. A. N. Publicity is Urged

Manchester, Conn., Dec. 13—Replying to your questionnaire of December 7th:

We believe that the American Association can be a decided factor in not only maintaining present demand for Nursery stock but in creating a much larger demand through a systematically organized publicity campaign. This association has before undertaken a publicity campaign which probably has done considerable good; but if a publicity movement could be put on this next season to cover the entire country and have as its writers the foremost Nurserymen of the country and let them write along the lines with which they are the most familiar, we believe that we could get a great many interesting articles in the better class of magazines.

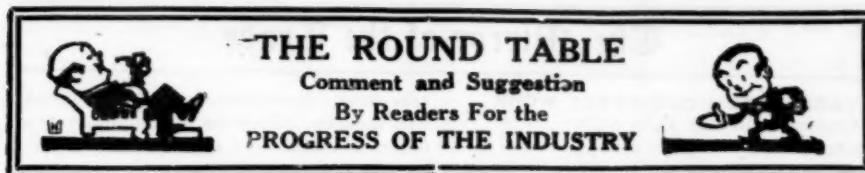
There is no question that there are a considerable number of men in the Association today who have ability to write in such a way that they could easily get some of the better magazines to publish their articles.

Of course, such a movement would have to be carried on on a co-operative basis with such broad ideas that the individuals contributing to this movement would have to forget the idea of any immediate personal returns or gains.

There is no doubt that men with suitable ability for writing such articles could be appointed from the several districts. Fact of the case, we think it would be a better proposition to ask for volunteers along this particular line.

Some honest-to-goodness propaganda systematically applied would no doubt do more

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Fruit Tree Seedling Stocks, Trade Protection

The propagation and disposition of fruit tree seedling stocks appears to be an uncertain part of the Nursery business, for a high measure of satisfaction:

First, because of uncertainty of high quality in seed and volume of stand.

Second, because of variation in marketing capacities.

During the last five years it seems growers and importers have been fully prepared to supply requirements in the United States and this fact leads to a condition which should have more careful consideration by all engaged in the industry; particularly noticeable in parts where commercial fruit growing is extensive. Since the nursing of trees into proper transplanting form is a distinct vocation it has been demonstrated to serve for the best interests of all concerned, when the policy of restricting the sale of seedlings to bona-fide Nurserymen (including such as give proper evidence to engage in the business as a vocation) is observed.

During past years instances have occurred, on the Pacific Coast, where orchardists have obtained seedlings, endeavored to grow some trees for their own planting, then offered the surplus to others in nearby districts at salvage prices. In most instances there was no saving in cost of growing over the regular grown stock, trees were more or less defective as to size, shape and vigor while the business threatened to become demoralized both from the view of a standard product and a profit margin sufficient to cover. In some cases the outcome has been a serious loss to those attempting Nursery production as a side issue.

Therefore Nurserymen on the Pacific Coast, as a rule, adhere to the policy of keeping seedling stocks in the hands of Nurserymen and are prejudiced against buying from those seedling producers and distributors who violate the rule. The question has been raised as to how to determine who are

Nurserymen. The answer is identification by printed business stationery; or over their own signature applicants for seedlings should give evidence of intention to regularly engage in the Nursery business.

Nursery firms which have large mailing lists covering both fruit growing and Nursery lines, will best serve to protect themselves and fellow Nurserymen of the trade generally, by keeping their Nursery mailing list separate from that of orchardists and cull out all who have discontinued in the Nursery business. It is important for all concerned to keep an up-to-date Nursery mailing list and to adhere to sound business policies, protecting the trade.

C. A. Tonneson, Executive Secretary, Pacific Coast Association of Nurserymen.

P. Ussuriensis As Root Stock

Editor American Nurseryman:

Some observations herewith regarding P. ussuriensis as a root stock. First important blight resistant pear stock was introduced by the Department of Agriculture. P. ussuriensis grows both in wild and cultivated type, but in spite of this fact they are undesirable on account of dwarfing influence on trees, for they grow very slowly.

Dr. Reimer during his visit to China brought over a great number of Pyrus ussuriensis of cultivated types, all of them named varieties. Only a few of them proved to be resistant to blight and those that were resistant to blight did not have power to transmit their characteristics to their seedlings.

Fortunately one variety, namely, Ba Li Hsiang, proved under the test conducted by Dr. Reimer of Oregon Agricultural College that it does transmit its thriftiness and its resistance to blight, producing very uniform seedlings which at the present time are impossible to secure.

We are figuring to plant an orchard this coming winter of this species for seed pro-

duction, far from any other pears so they may not hybridize with susceptible species, at the same time having another ussuriensis variety for cross-pollinating this particular variety. For many people think that it is strange that pears would be seedless if they were not cross-pollinated with some other variety, such as is the case with the majority of California Bartletts. After we grow the orchard and have seed of this variety we can offer good uniform seedlings to American Nurserymen that would be blight resistant. P. ussuriensis being native of extreme North matures and sheds its foliage early in the fall and is very desirable stock for Northern climates if there is uniformity of blight resistance and growth. It does not get summer leaf blight as is the case with French pear stock, P. communis.

LOUIS VISTICA.

Stockton, Cal.

Hope For the Farmer

Pointing the way to a permanent solution of the national farm problem through complete nation-wide electrification of the rural districts, Arthur Williams, vice-president, commercial relations of the New York Edison Company, in an address before the annual meeting of the Academy of Political Science in New York last month, declared that 90 percent of the farm life of this country is existing substantially as it existed 100 years ago, and that this condition can be remedied only through complete electrification of rural highways, for the purpose of bringing the power plant to the farms. This highway electrification might be financed, he said, by the collective effort of all who would be benefited, just as the construction of good roads has been financed.

To finance this tremendous project, in which the highways for electricity would alone cost about six billion dollars, Mr. Williams suggested as one possibility the issuance of tax exempt securities for rural electrification under some authority such as state public service commissions, and said that the whole-hearted co-operation of farmers, the public, and the electric utilities would go far toward solving the problem.

Referring to the cost of transmission line construction, Mr. Williams said that complete electrification would probably increase the value of farm property more than ten percent. He indicated that the work could be extended over a period of five or ten years, and handled in a manner similar to the construction or reconstruction of roads, on which a billion dollars is now being expended annually.

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AMERICAN NURSERYMAN



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely Independent.

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ADVERTISING RATE, Per Inch..... \$2.50
Advertisements should reach this office by the 25th of the month previous to the date of publication.

If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., JANUARY, 1927

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dawn of Nursery Trade Journalists."—John Watson.

IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

THE MID-MONTH ISSUE

American Nursery Trade Bulletin

Affords in connection with the "American Nurseryman" an exceptional semi-monthly trade publicity service for Nurserymen. Rate: \$2.50 per inch; forms close 10th. Advertisements in "American Nurseryman" are reproduced in the "American Nursery Trade Bulletin."

The Mirror of the Trade

ARBORETUM COMMITTEE WORK

Chairman Robert Pyle, of the A. A. N. committee on arboreta and botanical gardens has been very active again in the interest of the congressional measure for the acquisition of the Mount Hamilton site near Washington, D. C., for a National Arboretum. During last summer he kept in touch with the matter through Dr. Coville of the Department of Agriculture and through the attorney for the A. A. N., Mr. Macdonald. Harlan P. Kelsey when passing through Washington last month on his way South met at the Cosmor Club Congressman Luce, the father of the arboretum bill and later called on other congressmen, getting a line on the situation which he reported to Chairman Pyle who went to Washington for a series of conferences.

The importance of these special trips to the capital by Mr. Pyle is shown by the fact that his first inquiries elicit replies which indicate that some of the public men necessary for the success of the measure have lost interest in it. Invariably Mr. Pyle's activity has reversed this situation.

It was regarded in all quarters as very doubtful that any action on the arboretum bill could be had at the short session of Congress. There is no definite opposition to the measure, but there was about ten times as much legislation seeking a place as could possibly get through. Chairman Haugen of the committee on agriculture has been endeavoring to reconcile the revised House Bill 3890 and the Senate Bill 1640. Questions which have arisen have to do with the cost of the desired property, an unaccountable impression having arisen that the cost would be \$2500 an acre, and with the propositions that the total cost be paid by the District of Columbia or in part at least by the Department of Agriculture. It has been thought that the District might pay one-half. At present an effort is being made to ascertain just what the property will cost. Both Chairman Haugen and the chairman of the rules committee, Mr. Snell, are particularly interested in this subject.

Dr. Woods, director of scientific research for the Department of Agriculture, says the administration is entirely favorable to the arboretum. One reason for this is that the necessity is seen of soon having to abandon the Arlington Farms and there is no other place in sight nearly so accessible for other development as the 800 acre tract around Mount Hamilton.

Charles P. Moore, chairman of the committee on fine arts, who has occupied this position for 16 years and has just been re-appointed for four years more by President Coolidge, confirms the opinion that the changes which are being worked for by the supporters of the National Arboretum project are bound to come and that it is only a matter of time to bring them about. Congressman Tilson, Republican floor leader; Mr. Purnell, prominent member of the committees on agriculture and rules, and Mr. Williams, of Illinois, while not actively favorable to the measure in view of legislative matters they regard as more pressing at present, will give consideration to arguments and steps taken by Congressman Luce.

Mrs. Noyes, prominent advocate of the pending measure, is amazed to learn that such ideas as to extravagant price of the property have been entertained, for her definite information on the subject is quite

otherwise. Incidentally she favors elimination from the bill of the park and recreation features which were an afterthought based upon a suggestion by two senators only.

Chairman Pyle closed a busy day's work by asking Attorney Macdonald to keep him advised of developments.

All who are primarily responsible for the disposition of the arboretum bill are well aware of the desire of the American Association of Nurserymen in the matter.

A. A. N. INFORMATION SERVICE

A feature of the Louisville convention of the A. A. N. last year was Chairman E. C. Hilborn's report of the committee on distribution which suggested the preparation by the new committee of a series of articles for publication in the trade journals, informing Nurserymen on subjects which should directly or indirectly increase distribution of Nursery products.

The first of these articles—by George M. Darrow, associate pomologist, U. S. Bureau of Plant Industry, appears in this issue of the *American Nurseryman*, under the heading, "Distribution." Its title is "Virus (Mosaic) Diseases of the Raspberry from the Viewpoint of a Horticulturist." The article is one of three supplied to the trade press this month by Chairman Hilborn's committee and it is hoped that the observations on this general subject by three outstanding authorities will give Nurserymen opportunity to become well informed as to raspberry mosaic. Other articles to appear this month are:

In *National Nurseryman*—"Some Observations on Varietal Resistance and Susceptibility of Raspberry Mosaic," by Dr. C. W. Bennett, research assistant in plant pathology, Michigan State College, East Lansing, Mich.

In *News for Nurserymen*—"Practical Results in Control of Raspberry Mosaic," by J. D. Winter, chief deputy, Department of Agriculture, University Farm, St. Paul, Minn.

Recognition of the importance of landscaping in present day architectural planning is well illustrated by the fact that the original plot plan in detail for the large new site of the University of Rochester buildings was prepared by architects with the advice and co-operation of Frederick Law Olmsted, of Boston, noted landscape architect. Years ago landscaping would have been an afterthought, the location of the building being the thing considered at the outset. The modern way is another striking evidence of the important part played by the Nurseryman in big undertakings.

Our Idea of Service

In one of the great shipyards in America there is emblazoned on stone the following motto:

"We shall build good ships here, at a profit if we can, at a loss if we must, but always good ships."

There is growing desire to keep seedlings in the hands of Nurserymen. It is right that those who try to serve the public by devoting their very best to the industry of tree growing should be protected. Seedling growers are sure to benefit by helping to keep the Nursery business up to standard. Note the comment on this subject in this issue by Secretary C. A. Tonneson, of the Pacific Coast Association of Nurserymen.

**WESTERN ASSOCIATION
OF NURSERYMEN**
George W. Holsinger, Secretary

THIRTY-SEVENTH annual convention of the Western Association of Nurserymen will be held at the Aladdin Hotel, Kansas City, Mo., Jan. 26-27.

OFFICERS

President—A. J. Bruce, Des Moines, Iowa.
Vice-President—J. Frank Jones, Lawrence, Kansas.

Secretary-Treasurer—Geo. W. Holsinger, (Rosedale Station) Kansas City, Kansas.

PROGRAM COMMITTEE

Harvey Marshall, Chairman, Arlington, Nebraska; Geo. H. Johnson, Kansas City, Mo.; W. S. Griesa, Lawrence, Kan.

EXECUTIVE COMMITTEE

One Year Term—Ralph Lake, Chairman, Shenandoah, Iowa; L. A. Moffett, Fremont, Nebraska.

Two Year Term—Chas. C. Sonderegger, Beatrice, Nebraska; J. J. Hazen, Neosho, Missouri.

Three Year Term—J. B. Baker, Fort Worth, Texas; Will A. Weber, Nursery, Missouri.

There will be a Question Box placed in the Secretary's desk, where members are invited to write out and deposit any questions they may wish discussed. Sufficient time will be reserved at each session to take care of this part of the program.

WEDNESDAY MORNING, 9:30

Call to order by the President.

Appointment of Doorkeeper.

Application for Membership.

Reading of Minutes of the last meeting.

Appointment of Committees.

The President's Address.

Annual Report of Secretary-Treasurer.

Trade Conditions. Three-minute talks by members from each state represented. The President will call for the reports.

Adjournment for noon luncheon.

WEDNESDAY AFTERNOON, 2:00

"The Wholesale Nurseryman in Co-operation with the Retail Nurseryman." M. R. Cashman, Owatonna, Minnesota.

Discussion: E. M. Sherman, Charles City, Iowa; E. H. Smith, York, Nebraska.

"The Retail Nurseryman in Co-operation with the Wholesale Nurserymen."—A. F. Lake, Shenandoah, Iowa.

Discussion: E. P. Bernardin, Parsons, Kansas; W. C. Reed, Vincennes, Indiana.

Report on the Activities of The American Association—E. E. May, President A. A. N., Shenandoah, Iowa; Walter Hillenmeyer, Vice-President A. A. N., Lexington, Kentucky.

Question Box. Adjournment.

THURSDAY MORNING, 9:30

"Development of Horticulture over a Period of Fifty Years."—Geo. H. VanHouten, Shenandoah, Iowa.

"Our Experience with Dust Sprays"—F. L. McDonough, Entomologist, Middleport, New York.

"Dust Spray vs. Liquid Spray—Equipment for and Manner of Handling."—W. J. Maloney, Dansville, New York.

"Factors Affecting the Growth of Apple Grafts in the Nursery."—R. H. Roberts, Associate Professor in Horticulture, University of Wisconsin, Madison, Wisconsin.

Question Box. Adjournment.

THURSDAY AFTERNOON, 2:00

Report of Committees. Election of Officers.

"The Future of Commercial Orcharding and Its Effect Upon the Nurseryman."—Robert N. Adair, Wathena, Kansas.

"The New or Proposed Patents Law"—A. M. Augustine, Normal, Illinois.

Question Box. Introduction of New President. Appointment of Program Committee. Adjournment.

A meeting of retail Nurserymen will be held at 10 a. m. Tuesday, January 25th, at Hotel Aladdin.

Corn Borer Quarantine—Revised rules and regulations under the foreign corn borer quarantine have been approved by Secretary Jardine to become effective January 1, 1927. The quarantine itself is unchanged. Under the revised regulations the entry of products covered by the quarantine is limited to clean shelled corn, clean seed of broomcorn, and broomcorn for manufacture.

**POINTERS FOR THE PROGRESSIVE
Creating and Supplying Demand for New Varieties
Profitable Solution of Distribution**

The Vote is Unanimous

There is persistent evidence that black walnut Nursery stock is to be much in demand. Already prospective planters are unable to procure propagated trees of named varieties to the extent desired. J. F. Jones, Lancaster, Pa., is getting 95% stands of such trees in Nursery rows. Now that the U. S. Department of Agriculture has joined the Northern Nut Growers Association in backing up the long-standing argument of the *American Nut Journal* that black walnut groves are highly advisable and that the trees planted should be grown by commercial Nurserymen, the value of this progressive pointer is plainly seen.

In an editorial Dec. 18, 1926, the *Rural New Yorker* said:

The lumbermen say that the black walnut timber is coming back to a high value. During the World War the U. S. government bought great quantities of black walnut, which was used for making rifle stocks. On the chance that the war would last a year longer great quantities of this timber were secured, so that when the war suddenly ended, immense stocks were left on hand. Sales of this timber were held up until this government stock could be disposed of. Now it is well worked off, and prices are rising.

Black walnut is called "one of the two finest cabinet woods in the world," and its use in making furniture seems to be increasing.

As a nut, too, the black walnut is popular. It seems safe to say that nuts planted now on waste land, and given reasonable care, would prove an insurance for comparatively young men and a good investment for men of middle age. A grove of black walnuts planted near a schoolhouse will surely help finance the future school. There are about 1,500 nuts to the bushel, and they usually grow well. Anchor some waste land to a nut, and in the future that name will not be applied to you.

Quality in Fruit

Consumers are constantly urged to buy fruit on the basis of "quality" and fruit growers are frequently admonished to cultivate only those varieties of the highest "quality." Just what constitutes good quality in fruit, however, is difficult to define.

Commenting on "Quality in Fruit," Dr. U. P. Hedrick, horticulturist at the New York Experiment Station at Geneva, had this to say recently: "What is quality? Both those who buy and those who sell should know. In brief, quality is that combination of flavor, aroma, juiciness, and tender flesh which makes fruits agreeable to the palate.

"The best varieties of fruit also have a subtle something called individuality which is indefinable and quite apart from any tangible character. Every good fruit should have this distinct and pleasing individuality. High quality is coming more and more to have a commercial value, for people do not want coarse, turnip fruits.

"Generally speaking, the quality of fruit cannot be changed materially by cultivation, although those cultural methods which make the tree grow and bear normally tend to give the best fruit. In buying fruit on a quality basis, the consumer should remember, however, that season makes a very great difference in quality.

"One of the best examples of high quality fruit now before the public is the McIntosh apple, the best of its kind and the leading variety in most eastern markets at this season of the year. McIntosh is better than its offspring, the Cortland, up until the holiday time, and although good until March or April, it will begin to decline in quality late in December. From then on Cortland is far superior. Such changes in quality might be illustrated with many varieties of fruit.

Wilder Medal Stocks Available

A collection of new varieties of fruit created by the fruit specialists at the New York Experiment Station at Geneva was awarded the Marshal P. Wilder medal for new fruits at the annual meeting of the American Pomological Society held in Grand Rapids, Mich., recently, according to a statement made by station officials.

This award ranks high among horticulturists as a valuable recognition of merit, and is granted only in those cases where the new fruit is believed to be of outstanding promise. The collection from the experiment station receiving the latest award of the Wilder medal included the Cortland, Orleans, and Sweet Delicious apples and the Sheridan, Urbana, and Golden Muscat grapes. This is the second time that the Cortland apple has been thus honored.

The Wilder awards were established more than forty years ago by means of a fund set aside for that purpose by Marshal P. Wilder, a prominent Massachusetts horticulturist. Two medals are usually given each year. The awards are made by a committee appointed for that purpose by the American Pomological Society which administers the Wilder fund and are given to new fruits which exhibit marked superiority over existing varieties of their kind and which give special promise for the future.

Planting stocks of the three prize-winning apples are now available in small quantities to interested fruit growers through the New York Fruit Testing Co-operative Association at Geneva, which propagates and distributes at about cost the new fruits developed by the station. None of the grapes are yet ready for distribution.

And They Cost About \$4

A novelty this year is the advertising of small living Christmas trees in pots, says the *Rural New Yorker*. They are described as six-year-old Norway spruce trees averaging about 30 in. high. They are well rooted and can be kept growing through the winter and then transplanted. It is thought that a collection of these Christmas trees, dated and growing on year after year, will make a beautiful Christmas remembrance. They can be saved for father, mother—all the family members. The ordinary Christmas tree sees its brief day and is then thrown aside. The living tree carries on its beautiful message for years. These little trees are crated and sent by express, and they cost about \$4.

Strange Business Policy

Strange that some trade publications representing industries dependent in large measure upon the farmer and property owner, urban and suburban, who plants growing things, should argue against the utmost that can be done to protect the farmer and the property owner generally against the ravages of destructive insects and diseases.

Certainly it is directly in the interest of Nurserymen that planters of Nursery stock should be protected to the limit against enemies of such planted Nursery stock.

Certainly too, it is directly against the interests of Nurserymen to argue that there be any let-up in measures for such protection.

Says the secretary of the Pennsylvania Department of Agriculture in his annual report:

In describing the activities relating to the control of serious plant pests, the report shows that insects and diseases exact a toll of from 20 to 25 per cent of the value of crops and that the Department is waging a constant war on all of these destructive pests in the hopes of reducing this loss. Splendid results are reported in the control of peach yellows and potato wart. Sprays have been developed which greatly reduce the loss from the Japanese beetle.

IMPORTATIONS OF NURSERY CUTTINGS AND SCIONS

With Distribution by States and Record of Special Permits

Importation of fruit, rose and nut stocks, cuttings, and scions, under quarantine No. 37, year ended June 30, 1926.

Kind	France	Holland	Italy	Total	
				1925-26	1924-25
Apple	4,301,800	356,000	266,000	4,926,400	5,608,646
Cherry	6,104,800	36,500	170,000	6,311,516	8,532,655
Grape	1,820		3,702	9,981	9,905
Nectarine				42	
Peach				48	
Pear	3,776,600	40,000	40,000	3,857,707	3,321,635
Plum	1,823,700	6,500	72,589	1,903,820	2,271,314
Quince	862,200	91,000	6,000	889,400	963,650
Rose	1,816,250	4,203,470	28,200	10,844,920	8,898,584
Nut	35,500			35,600	34,786
Total	18,722,670	5,365,470	586,438	28,779,476	29,034,720

In addition to imports listed above there were 3,994,900 rose stocks from England, 136,000 from Ireland, 60,000 from Scotland and 4,000 from Germany. The totals for 1925-26 include smaller lots of various stocks from other countries than those named.

Bulb and tree seed importations are also listed in the Federal Horticultural Board's fiscal year report from which these figures are taken.

Distribution by states of Nursery stock imported under Regulation 3 of Quarantine 37, year ended June 30, 1926.

State	Fruit	Rose
Alabama	110,000	
Arkansas	75,000	
California	809,886	3,500
Colorado	1,000	65,500
Connecticut	1,899,500	1,464,450
Delaware	63,000	
District of Columbia	19	
Florida	12,500	10,000
Georgia	69,000	
Idaho	3,800	
Illinois	139,519	1,740,875
Indiana	477,000	653,650
Iowa	3,049,300	373,725
Kansas	343,000	
Kentucky		10,000
Maine	10	
Maryland	339,000	33,900
Massachusetts	7,510	103,600
Michigan	592,000	153,200
Minnesota	375,500	
Missouri	20,000	
New Jersey	23,500	1,110,509
New York	6,938,641	3,220,636
North Carolina	238,000	
Ohio	703,350	1,372,025
Oregon	222,000	10,000
Pennsylvania	761,742	377,750
Rhode Island	6,000	
South Dakota		9,000
Tennessee	208,000	28,500
Texas	244,000	21,000
Utah	108,000	6,000
Virginia	59	10,090
Washington	59,120	1,000
Wisconsin		38,100
Exported by permittee		18,000
Total	17,898,956	10,844,920
1924-25	20,701,410	8,298,524

SPECIAL PERMITS

The record of entry under special permits issued under the provisions of regulation 14 of quarantine 37 for the purpose of keeping the country supplied with new varieties and necessary propagating stock and to meet other technical and educational needs is given.

During the year, 1,445 such permits were issued, authorizing the entry of 80,982,954 plants and bulbs; a total of 6,021,508 plants and bulbs was imported under 1,200 of these permits. Upward of 70,000,000 of the plants authorized entry represented restricted bulbs for propagation, the entry of which was not made until after the close of the fiscal year concerned in this report, and will therefore appear in the report for the following fiscal year. A summary of permits issued during the entire period of the quarantine to date is given. The number of varieties considered has now reached a total of 32,292, of which 30,465 have been approved for entry. In addition to the tables mentioned, there has been prepared a table showing the distribution of the imported special-permit material by states.

Peach Seed Preference

Replying to a recent inquiry, Barnes Bros. Nursery Co., Connecticut, said: "We have for years obtained our supply of peach pits for planting from the mountains of Tennessee and North Carolina. These pits are saved by the housewives in this section where money is not plentiful and sold or traded to the country merchant for needed supplies. They need to be properly dried in the shade and preferably from seedling natural trees. These pits are small in size and often run 7,000 or more to the bushel. These produce a stronger, more vigorous seedling, as well as a larger percentage of germination than the larger pits from the better varieties of peach.

"Of late years, a larger percentage of these pits are large, making it necessary to screen out the large pits, in order to get an even germination. Of course, these small pits cost much more than the large pits from the canning factories. An important consideration is, we feel, that there is less likely to be any taint of disease in these small natural pits than there would be in a lot of pits produced in fruit growing sections, where disease prevails more or less. We do not believe seed from such sections could be profitably saved and sold."

Shenandoah, Va., Nurseries said: "We like the Tennessee pits from the fact that we invariably get a good stand of seedlings if we handle them properly. Also, owing to the fact that they grow wild and have to fight for existence, they seem to be in a healthier condition and produce healthier

seedlings than any others that we can secure. We, years ago, used to buy pits here at home, and our home boys would come in with a quart to a half a bushel, and in this way, we would accumulate 15 or 20 bushels during the season. However, we did not get good results from these pits and discontinued handling them a number of years ago. We have also tried California pits, but they were not satisfactory. We never have used pits from the East or North. We understand that some eastern Nurserymen use peach pits that come from a variety that is called the Smock, and they get pretty good results, but we would not want to chance them."

Nurserymen Advocate Changes

Spokane, Wash., Dec. 10—Elimination by the next Legislature of the requirement that every Nurseryman pay a \$10 premium on a \$1,000 indemnity bond was voiced by E. J. Barnes, state director of agriculture, at a meeting of greenhouse and Nurserymen with Spokane County members of the State Legislature.

The Nurserymen advocated amendment of the law to require a \$5 fee from all growers of Nursery stock and a \$25 fee from dealers. Funds so raised would be used for state inspection of Nursery stock and experimental work at Washington State College.

The first flower show to be held in Sherman, Tex., was an event this fall staged on the grounds of the Texas Nursery Co. It was a social function of marked success.

Department Agriculture Importations of Interest

The United States Department of Agriculture Inventory of seeds and plants imported by the Office of Foreign Plant Introduction, Bureau of Plant Industry, during the period from January 1 to March 31, 1924, contains this information in an introductory statement:

The plants listed in this inventory have been obtained through the two usual channels of plant introduction—the agricultural explorers of the bureau and correspondents abroad.

Joseph F. Rock, whose explorations in Yunnan, China, were commenced under the auspices of this office, but later transferred to the National Geographic Society, has continued to send in promising ornamental trees, shrubs, and herbaceous perennials from a region where climatic conditions much resemble those of the northern Pacific coast region of the United States. Among Mr. Rock's introductions which are listed in the present inventory are species of *Abies*, *Picea*, *Tsuga*, and other coniferous trees; *rhododendrons*, *cotoneasters*, and other ornamental shrubs; and such herbaceous plants as *Primula* and *Lilium*. Concerning one of the hemlocks (*Tsuga* sp., No. 58510) which he found on the Likiang Snow Range, northern Yunnan, at 10,000 feet altitude, he writes that the tree becomes 80 feet or more high, with a trunk of 5 feet in diameter, and he considers it to be the finest of all the species of *Tsuga*.

The department's correspondents abroad, with their customary generosity, have contributed many promising lots of material. R. C. Ching, a young Chinese botanist, who accompanied a recent scientific expedition into Kansu Province, northwestern China, has sent a large collection of rare plants from that region (Nos. 58518 to 58548). These include wild species of *Pyrus*, *Malus*, and *Prunus*, possibly valuable as stock plants on which to graft some of the cultivated varieties; also *cotoneasters*, species of *Elaeagnus*, *Berberis*, *Euonymus*, and other ornamental shrubs; and local strains of wheat and barley.

Vicary Gibbs, whose fame as an amateur exhibitor of rare plants is well known throughout the British Isles, has sent from his Aldenham House Gardens 21 species of ornamental shrubs (Nos. 58603 to 58623), many of them sufficiently hardy, in all probability, to permit their cultivation over wide areas in the United States. G. H. Cave,

curator of the Lloyd Botanic Garden at Darjiling, India, has again contributed seeds of numerous ornamental trees and shrubs of the Himalayan region (Nos. 58901 to 58930).

The Barouni olive (*Olea europaea*) has been reintroduced as No. 58661. Because of its large size and excellent quality for ripe pickling, this variety is meeting with favor among the olive growers of California. It deserves further consideration by commercial growers and also by plant breeders.

The ravages of chestnut blight in the eastern and southern United States and the need of finding a resistant species to replace the rapidly disappearing American chestnut have led to the introduction of numerous strains of the Chinese hairy chestnut, *Castanea mollissima* (Nos. 58602, 58659, 58719 to 58724).

Several new varieties of fig (*Ficus carica*, Nos. 58663 to 58668) have been introduced to enlarge the collection in California, where much attention has been given in past years to procuring the world's best varieties.

Citrus growers in Florida and California will be glad to try Sir Percy Fitzpatrick's new grapefruit, the Cecily (*Citrus grandis*, No. 58457), a practically seedless variety which originated in South Africa as a sport from Walters, the well-known American variety. A tree of *C. ichangensis*, established at New Orleans from an early introduction, is serving as a source of propagating material for the use of plant breeders who are attempting to develop hardier varieties of citrus fruits, since this is considered one of the hardiest species of citrus known. Seeds from this tree have now been obtained (No. 58480) for further use by citrus breeders.

Special attention should be directed to *Populus maximowiczii* (No. 58483), a hardy and stately tree from Manchuria which is proving of great value in the colder and drier areas of the United States where poplars are particularly desirable. The distinctive rugose character of its foliage, which appears more than a week before that of other trees, makes it unique among poplars. Budwood has been presented by A. D. Woiskoff, director of the experiment farm at Echo, Manchuria.

ROLAND MCKEE,
Acting Senior Agricultural Explorer
in Charge.

TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1927 Convention, Cleveland, O., June 22-24.

Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.

Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville.

California Assn. of Nurserymen—John A. Armstrong, Jr., Secy., Ontario, Cal.

Connecticut Nurserymen's Association—F. S. Baker, secy., Cheshire, 2nd week Jan. 1927, Hartford.

Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

Eastern Nurserymen's Association—H. Lloyd Haupt, Secy., Hatboro, Pa., Jan. 13, Hotel Adelphia, Philadelphia.

Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill., Jan. 20-21, 1927, Hotel Sherman, Chicago.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.

Kansas Nurserymen's Association—Thomas Rogers, Winfield, Kan., President.

Kentucky Nurserymen's Association—Alvin Kidwell, Secy., St. Matthews.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., West Newbury, Mass.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo., July 26, 1927, Aladdin Hotel, Kansas City, Mo.

Nebraska Nurserymen's Association—Ernst Herminghaus, Secy., Lincoln, 1st week, Jan. 1927, Lincoln.

New England Nurserymen's Association—W. N. Craig, Weymouth, Mass.

New Jersey Association of Nurserymen—John Marseille, secy., Wyckoff, N. J.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y., Jan. 12, 13, 1927, Seneca Hotel, Rochester.

Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn.

Ohio Nurserymen's Association—Howard N. Scarff, secy., New Carlisle, O., Feb. 2-3, Neil House, Columbus.

Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City, Jan. 11, Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash. 1927 convention, Portland, Ore.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa., Jan. 13, Hotel Adelphia, Philadelphia.

Rocky Mountain Nurserymen's Assn.—C. Ferguson, Denver, Colo., secretary.

Rhode Island Nurserymen's Association—H. H. DeWildt, secy., 521 Elmwood Ave., Providence, R. I.

Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.

South Dakota State Nurserymen's Association—J. B. Taylor, secy., Ipswich, Jan. 1927, Aberdeen.

South Texas Nurserymen's Assn.—W. R. McDaniel, Alvin, Tex., secy.

Southwestern Nurserymen's Association—Thomas B. Foster, Secy., Denton, Tex., 1927 convention, Galveston, Texas.

Southern Nurserymen's Association—W. C. Daniels, Secy., Pomona, N. C. Sept. 1927, Jacksonville, Fla.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn., Jan. 20, 1927, Hotel Hermitage, Nashville.

Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan., Jan. 26-27, 1927, Aladdin Hotel, Kansas City.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

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Height	Across	Per 1000
6-8 in.	2-3 in.	\$200.00
6-8 in.	4-6 in.	225.00
6-8 in.	6-8 in.	250.00
8-11 in.	6-8 in.	300.00
10-12 in.	7-8 in.	400.00

Garden Nurseries, Narberth, Pa.

Pin Oak Seedlings

Let me have your order early for PIN OAK SEEDLINGS. Also Cherry, 2-yr., and Asparagus, 3-yr.

Arthur L. Norton, Clarksville, Mo.

PORTLAND ROSES**Budded Stock Only—Field Grown**

We are the largest growers of this famous QUALITY stock—the World's Best in rosebushes. Non-irrigated; 2-yr old; more than 300 varieties. Will commence shipping November 1st—secure your needs NOW while stocks are complete.

EVERGREENS—FLOWERING SHRUBS—PERENNIALS

Bushy, well-shaped stock, also choice specimen plants, finest on Pacific Coast; priced reasonably.

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LABELS FOR NURSERYMEN**THE BENJAMIN CHASE CO.,
DERRY, N. H.****CHARLES DETRICE & SON NURSERIES**

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Growers and Exporters of Fruit Tree Stocks, Forest Tree Seedlings, Rose Stocks, Shrubs and Conifers for Nursery Planting.

For all information as to Stocks, Prices, Terms, Etc., address:

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Incorporated
White Plains, New York

High quality, field
grown, budded ROSES

BOXWOOD

Young's Boxwood and
Evergreens
FOR LINING OUT

My service and stock will please you.
Write for Wholesale Trade List

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Wholesale Nurseryman
GREENSBORO NORTH CAROLINA

FOREST NURSERY CO.

McMinnville, Tennessee

Established 1887

Large assortment general Line
Nursery Stock

FOREST TREES, SHADE TREES
SHRUBS, VINES, EVERGREENS
OUR USUAL LINE. Write for Trade List
WE would like to serve YOU

The Westminster Nursery

Westminster, Maryland

Offers in grades in quantities:

California and Amoor River North

Privet, 1 and 2 year

Rhubarb, 1 and 2 year

Shrubbery, Evergreens and Lombardy Poplars

Prices Attractive. Mail Want List.

Fruit Trees

Apple, Pear, Cherry, Plum, Peach. Small Fruit Plants—Raspberries, Red and Black, Grape Vines. Shade Trees—European Sycamore, Catalpa, Bungel, Maples. Shrubs—Barberry Thunbergi, Privet, Hydrangea P. G., Spirea, Weigelia, etc. Roses—H. P's. Highest quality of stock graded to the highest standard. In the business a third of a century. Send us your Want Lists.

T. B. West & Sons.

Maple Bend Nursery Perry, Ohio

Concord Grape Vines

Both one-yr. No. 1 and two-yr. No. 1 stock. Also several thousand Niagaras & Wordens.

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Fruit and Flower Plates**CATALOGUES—ENGRAVINGS**

Plate Books, Folios, Maps, Stock Forms, Office Supplies, Circulars, Order Blanks, Price Lists.

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228 South Avenue, Rochester, N. Y.

RELIABLE PECAN TREES

We offer selected Pecan Trees, produced by improved methods of careful bud selection which insure profitable results for the planter. All standard varieties. Make your reservations now. We grow other nursery stock, especially good budded and grafted Rose Bushes.

SUMMIT NURSERIES, Monticello, Florida

A DEPENDABLE DIGGER

at a reasonable price

Write for a descriptive circular and prices

"Yours for growing satisfaction"

NEOSHO NURSERIES, Neosho, Missouri

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I make a specialty of patents and trade marks. Protect and profit by your ideas. Full information and terms on request. Fifteen years' active practice before U. S. Patent Office. Register and protect your trade marks.

LESTER L. SARGENT, Patent Lawyer
534 Tenth St., N. W., Washington, D. C.

BIOTAS

We are offering the trade an assortment of biotas orientalis ranging from 2 to 3 foot plants to 7 to 9 foot plants. We also have some exceptionally good Japanese privet, 3 to 4, and 4 to 5 feet, and some heavy shrubs. Ask for prices.

Cartwright Nurseries Collierville, Tenn.

THIS PAGE PRESENTS

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock
Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1919, Will Hold its Ninth Annual Meeting
in Cleveland, Ohio, June, 1927. E. M. Jenkins, Winona, Ohio, Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY
CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

HILL'S EVERGREENS
FOR LINING OUT

Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedars, Taxus, Balsas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

Write for Wholesale Trade List

The D. HILL NURSERY Co., Inc.
Evergreen Specialists
Largest Growers in America
Box 402 Dundee, Ill.

WE HAVE THEM
You May Want Some

Norway, Sycamore and Silver Maples; Pin, Red, Mossy Cup, Catesbeai and Willow Oaks.

Butterfly Bush, Dogwoods, Deutzias, Forsythia, Spireas, etc.

Our Trade List is ready.
Get next to one.

Atlantic Nursery Co.
BERLIN MARYLAND

EVERGREENS
MILLIONS OF THEM

Seedlings—Transplants—Cuttings
Grown under glass

Also Apple Trees, Shade Trees, Hedgeplants, Shrubs, Vines, Peony.

Send for our latest Bulletin

Sherman Nursery Co.
The largest growers of Evergreens
in the world
Charles City, Iowa

Lining Out Stock

Acer ginnala and campestre, Cornus florida, Lindera, Prunus tomentosum (understock for triloba), Rhodotypos, Iberium Privet, Box-Barberry frame cuttings. Complete line of Evergreens, shrubs and perennials.

The Elm City Nursery Co.
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Including publication in both

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American Nur. Trade Bulletin
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Established 1868
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TREES, EVERGREENS
SHRUBS, PERENNIALS, Etc.

Growers of

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Naperville, Ill.

Catalog and list of Lining Out Stock offerings will be sent upon request.
Telephone, Naperville No. 1

Grape Vines

Grown from cuttings planted this spring, consisting of Moore's Early, and Concord. Graded as in former years: 1 yr XX; 1 yr. No. 1; 1 yr. No. 2; 1 yr. No. 3. Will have possibly 10,000 Moore's Early, 3 yr. transplanted vines. Cut back this spring should be Extra Strong vines. Correspondence solicited.

Fairfield Nurseries
SALISBURY, MARYLAND, R.F.D. No. 3
CHAS. M. PETERS, Proprietor

Scotch Grove Nursery
GROWERS OF

EVERGREENS
FOR

Lining Out

GOOD ASSORTMENT OF
STANDARD SORTS

Price List on Request Established 1871
SCOTCH GROVE, IOWA

BROAD LEAF EVERGREENS
RARE AND CHOICE CONIFERAEE

AZALEAS (Evergreen and Deciduous)

FLOWERING SHRUBS,
VINES and CLIMBERS

We produce the greatest variety of Herbaceous Plants and Field Grown ROSES in America. Ask for our wholesale price lists.

Bobbink & Atkins
RUTHERFORD, NEW JERSEY

Your Future Seedlings
WILL BE FROM CALIFORNIA

We have French climate and better soil. Those who tried them last year bought heavy this year. Try some for comparison and be convinced. We still can offer a limited number of *P. calleryana* and *Myrobalan* seedlings.

Robertson-Vistica Nursery
118 N. Ophir Street Stockton, Calif.

Red Oak Seed

The finest crop in years. Freshly gathered acorns at 20c per pound; ten pounds at 15c; one hundred pounds at 11c; five hundred pounds or more at 10c.

GEO. D. AIKEN
PUTNEY, VERMONT

Franklin Forestry Co.

NURSERIES AT
COLRAIN AND SUBURY, MASS.

FOREST NURSERY STOCK
CONTRACT FOREST PLANTING

Send for our catalogue
89 STATE STREET

BOSTON MASS.

EVERGREENS

SEEDLINGS and TRANSPLANTS
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."
CHESHIRE, CONNECTICUT

Connecticut Valley
Grown

SEEDLINGS

of all kinds—also
Imported Rose & Fruit
Stocks

C. E. WILSON & CO.
Manchester, Conn.

LINING-OUT STOCK

The most complete List in the country, and low prices, for example:

TSUGA CANADENSIS
(Hemlock)

4-6" Seedlings \$22.50 per M

PICEA PUNGENS

(Colorado Spruce)

2-year Seedlings \$30.00 per M

Kelsey Nursery Service
50 Church St. New York, N. Y.

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported

•EVERGREENS & DECIDUOUS TREES SHRUBS & VINES

WHOLESALE GROWERS for THE TRADE
of Choicest
Hardy New England Grown
Nursery Stock

Write for Price List Send your Want List

Little Tree Farms
FRAMINGHAM CENTRE, MASSACHUSETTS

★ ROSES

■ Cannas Shrubs
Lining Out Stock

SEND FOR TRADE LIST

The Conard-Pyle Co.

Robert Pyle, Pres. West Grove, Pa.

Established 1883

LINING OUT STOCK

Tropical Ornamentals

And small pot stock for growing on

PALMS A SPECIALTY

Shade Trees, Shrubs, Vines, Ornamental
Grasses, Bulbs, Etc.

Give us your want list and let us quote.

REASONER BROTHERS'

Royal Palm Nurseries

Drawer "N" ONECO, FLORIDA

ILLINOIS NURSERYMEN'S ASSOCIATION

N. E. Averill, Dundee, Secretary



Capt. John W. Gorby W. L. Oswald

Following is the program of the annual convention of the Illinois Nurserymen's Association in Chicago, at the Hotel Sherman:

Thursday, Jan. 20—1:00 p. m.

Invocation—Rev. Benj. E. Chapman, Trinity Church, Aurora, Ill.

President's Address—Miles W. Bryant.

Treasurer's Report—Geo. W. Klehm.

Nomination of Officers for the Ensuing Year.

The Seed Store as an Outlet for Nursery Stock—W. L. Oswald. An authority on seeds. Editor of Seed World. Leading exponent of seed trade. Organized first seed testing laboratory in Minnesota. Assisted in drafting the Minnesota state seed law. Connected with the University of Minnesota for 13 years, specializing in seed work. Operated commercial seed business in Minneapolis for four years.

City Improvement and Beautification—Jacob L. Crane. Member American Society of Landscape Architects. Educated at the University of Michigan, Harvard Landscape School and in Europe. Actively engaged in zoning, town planning, park development in over thirty Illinois towns and cities. Also been connected with some of the larger town site operations around Chicago.

Thursday, Jan. 20—3:00 p. m.

How to Grow More Sales—Chas. Henry Mackintosh. Past president of the Associated Advertising Clubs of the World and the International Direct Mail Advertising

Association. Charles Henry Mackintosh has been actively engaged in sales promotion work for the last ten years. He has handled more than a thousand distinct campaigns dealing with almost every imaginable product and service, merchandised through every channel of distribution.

Friday, Jan. 21—1:00 p. m.

The Relation Between the Nurseryman and the Landscape Architect—Prof. Karl B. Lohman. Prof. Karl B. Lohman is a graduate of the Pennsylvania State College and holds his Master's Degree from the Post Graduate School in Landscape Architecture at Harvard. He has been associated with a variety of work before taking up the headship of the Division of Landscape Architecture at the University of Illinois, where he has been in charge during the last five and a half years.

Accounting Problems of the Industry—Maj. J. M. Bowlby, C. P. A. Mr. Bowlby is Manager of the Chicago office of Barrow, Wade, Guthrie & Co., which, by the way, is the oldest accounting firm in the United States. His discussion of the accounting problems of our industry will be of a general nature and both retailers and wholesalers may be assured of an interesting presentation of his subject.

How to Sell Your Goods—Capt. John W. Gorby. Captain John W. Gorby is well and favorably known as a speaker of ability. Possesses a good natured yet commanding personality. Handles his subject forcefully, convincingly and entertainingly. A half hour spent with him returns a worth while profit to the listener, both in knowledge, increased good fellowship and inspiration.

Reports of Committees. One of the most interesting features of our Convention has always been the Committee reports.

New Business.

Unfinished Business.

Election of Officers.

AMERICAN ASSOCIATION OF NURSERYMEN

Chas. Sizemore, Louisiana, Mo., Secy.

A. A. N. Executive Committee Meeting—The mid-winter meeting of the executive committee of the American Association of Nurserymen will be held at the Sherman Hotel, Chicago, Jan. 20-21.



Karl B. Lohman



J. M. Bowlby



Jacob L. Crane



Chas. H. Mackintosh

ARKANSAS NURSERYMEN'S ASSOCIATION

J. E. Britt, Bentonville, Sec'y

The Arkansas Nurserymen's Association in convention in Rogers, Ark., Dec. 15-16, re-elected Dr. W. M. Moberly, Sulphur Springs, Ark., president; E. H. Ballard, Pigott, Ark., vice-president; J. E. Britt, Bentonville, secretary-treasurer.

Little Rock was selected as the next meeting place, the convention to be held there in the second week in September, 1927.

The Nurserymen from all over the state were well represented and went on record to co-operate with the State Horticultural Society, and with the planters of Nursery stock, in trying to clean up all insect pests and diseases.

The president of the State Plant Board, and the chief inspector of the board met with the association and gave helpful talks, for which the association rendered thanks.

The chief inspector and the president of the State Plant Board stated that the Nursery stock grown in the state this year was the cleanest grown since the inspection law was promulgated.

The association went on record as favoring a rigid inspection of all Nursery stock, and many Nurserymen agreed to pay for an inspector at packing shed to inspect each tree before going out.

A severe cold snap, for the Ozark section, prevented driving out over the horticultural belt around Rogers, but the membership put in the full two days in getting things threshed out, and formulating plans for producing and handling better stock, and in a more profitable manner for all concerned.

One very important matter taken up was the bootlegging practice of some parties who have been slipping so called Nursery stock into the state for which the Nurserymen of the state have been given credit but positively deny. Northwest Arkansas is a part of the Ozark section and has many fruit trees planted, and much Nursery stock has been slipped in across the state lines, from outside, and sold without obeying the regulations and laws of the state. This the state association, co-operating with the State Plant Board hopes to control in the future; also, to have all people within the state growing Nursery stock for sale come under the same laws and regulations as the men who are professional Nurserymen.

W. M. MOBERLY, Pres.

Sulphur Springs, Ark.

CLASSIFIED ADVERTISING

The columns under this heading are reserved for advertisements of
STOCK FOR SALE **SITUATIONS WANTED** **HELP WANTED**
STOCK WANTED **NURSERIES FOR SALE** **OTHER WANTS**
 The charge is 25 cents per line (average of 7 words to the line) set solid in ordinary reading type like this, light face, without display. Minimum of five lines.
 No display advertisements are accepted for these columns.
 Cash with order if you do not have an account with us.
 Advertisements originating in the AMERICAN NURSERYMAN on the 1st of month are reproduced gratis in the AMERICAN NURSERY TRADE BULLETIN on the 15th of the month, and vice versa. Forms close on the 8th and 25th.
AMERICAN FRUITS PUBG. CO., P. O. Box 124, ROCHESTER, N. Y.
 Display Adv: \$2.80 per inch; under yearly term, \$2.50 (58c per inch per week)

BOOKS

BAILEY'S STANDARD CYCLOPEDIA OF HORTICULTURE, 3 vols. Illustrated. Fully indexed. 3639 pages. Indispensable for horticultural reference. The standard authority everywhere. Sold only a complete sets. Price \$25 per set. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

LIST OF 118 BOOKS on Horticultural subjects covering Nursery, Greenhouse, Field, Ornamental and Fruit Stock, Vines, Insecticides, Spraying, Landscaping, Diseases, Insects, Orchards, Gardens. Seven books on Landscape Gardening. List sent on request. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

If you missed getting your adv. in the current issue of American Nurseryman send your copy for the mid-month AMERICAN NURSERY TRADE BULLETIN.

Trade Bulletins

B. F. Hamilton, Nurseryman, Fremont, Neb., died recently, aged 59.

Clever-Aurora Nursery, Aurora, Mo., is rounding out its first decade.

California Nursery Co., Niles, Cal., reports prospects for a good spring trade, with adequate stocks in hand.

Baurmann's Nurseries, New Albany, Ind., have been incorporated, \$30,000, by Anton Baurmann and others.

Villa Nurseries, Medford, Ore., established there 10 years ago, have a new office and salesyard in the business section.

J. Bos, Bay City, Mich., Nurseries, sailed for Boskoop, Holland, Dec. 11th to be gone three months. Gerard Grootendorst, Wyckoff, N. J., and C. Glerum, Oakland, N. J., are also in Holland.

The European corn borer now exists in states of Massachusetts, New Hampshire, Maine, Vermont, Rhode Island, New York, Pennsylvania, Ohio, Michigan, Indiana and West Virginia.

GOOD JUICY STAPLES

Pink Flg. Almond on Am. Plum 2/3
 Prunus Triloba on Am. Plum 4/6
 Kashgar Tamarix (Tam. Hisp.) 2/3
 Bechtels Flg. Crab 2/3.—and others.

Let us quote you.

Washington Nursery Co.
 TOPPENISH, WASH.

HARDY AZALEAS and BROADLEAVED EVERGREENS

Azaleas for lining out.
 Write for Price List

Theodore van Veen Nursery Co.
 3117 43d St., S. E., Portland, Oregon

Ampelopsis Veitchii
 ONE YEAR LINING OUT STOCK
 \$12 per 1000. Samples on Request.

Templin-Bradley Co.
 5700 Detroit Ave. Cleveland, Ohio.

STOCK FOR SALE

Peony roots; forty acres of all varieties. Visit our fields. Lutz Peony Farms, Booneville, Ind.

Apple Scions: Baldwin, Ben Davis, Stayman Winesap, Jonathan, York Imperial, Winesap, Red June, W. Red June, Wealthy, 15 additional varieties, \$2.50 per 1000; 50c per 100. L. F. Dintelmann, Belleville, Ill.

Surplus peach in Dormant or June Buds. 10,000 Elberta, 3-4 ft., @ 5c
 10,000 J. H. Hale, 3-4 ft., @ 5c
 10,000 Elberta, 2-3 ft., @ 4c
 10,000 J. H. Hale, 2-3 ft., @ 4c
 Several thousand 18-24 in., @ 3c
 Bells of Ga., and Krunwells, all grades. 3-5 ft. apple in whips @ 6c in variety. Samples on request.

Highland Nurseries, Smithville, Tenn.

Say you saw it in "American Nurseryman"

G. W. Pennebaker, for years with the California Nursery Co., Niles, Cal., has started in the Nursery business in Tracy, Cal.

Cutler & Downing Nurseries, Benton Harbor, Mich., look for some extension of peach tree planting in the spring, but light planting of grapes.

L. R. Skinner and Mrs. J. W. Moseley have started the Flowerland Nursery Company in Charleston, S. C. Mr. Skinner has had 25 years' experience.

Bristol, Conn., Nurseries are extended by 15 acres planted largely to evergreens and roses. Several landscape projects for spring development have been booked.

Wellington, Kan., Nurseries have 50 acres on the Meridian Highway which is to be developed as a retail sales and show ground. Greenhouses will be built on the tract.

Donald F. Kelly and Robert H. Stafford have started a Nursery at Pittsfield, Mass., under the firm name, Stafford & Kelly.

Mr. Stafford, who has been in the employ of the W. C. Humstone estate nine years, was graduated from Glasnevin or the Albert Agricultural college in Dublin, Ireland, and has had considerable experience. Mr.

WANTED
High Class Salesman

Who knows nursery stock and also something about grouping landscape plantings.

Must have neat appearance and good personality.

Answer in own handwriting stating training, experience and previous salary or commission received.

J. H. Small & Sons
 Dupont Circle, Washington, D. C.

PECANS

We are the pioneer growers of budded and grafted pecans in the South. Have a complete stock of the leading standard varieties. Can furnish trees we know will please and give satisfactory results. Catalog free.

INTERSTATE NURSERIES
 C. M. Griffing & Co., Prop., Jacksonville, Florida

PYRUS CALLERYANA

Genuine SEED Chinese
 Also SEROTINA and USSURIENSIS
HERBST BROTHERS
 95 FRONT ST. NEW YORK
 AGENTS FOR T. SAKATA & CO.

COMING EVENTS

Jan. 6—Eastern Canada Nurserymen's Assn., King Edward Hotel, Toronto, Canada.

Jan. 11—Oklahoma State Nurserymen's Association, Oklahoma City, Okla.

Jan. 12-13—New York Nurserymen's Assn., Seneca Hotel, Rochester.

Jan. 1st week—Nebraska Nurserymen's Ass'n., Lincoln.

Jan. ——South Dakota Nurserymen's Ass'n., Aberdeen.

Jan. 2nd week—Connecticut Nurserymen's Ass'n., Hartford.

Jan. 12—Connecticut Nurserymen's Assn., Hotel Bond, Hartford, Conn.

Jan. 13—Eastern Nurserymen's Assn., Hotel Adelphia, Philadelphia, Pa.

Jan. 13—Pa. Nurserymen's Ass'n., Hotel Adelphia, Philadelphia, Pa.

Jan. 19—A. A. N. Executive Committee Meeting, Hotel Sherman, Chicago.

Jan. 20—Tennessee Nurserymen's Ass'n., Hotel Hermitage, Nashville.

Jan. 20-21—Illinois Nurserymen's Ass'n., Hotel Sherman, Chicago.

Jan. 25-26—N. E. Nurserymen's Ass'n., Bellevue Hotel, Boston, Mass.

Jan. 25—Mass. Nurserymen's Ass'n., Bellevue Hotel, Boston, Mass.

Jan. 26—Missouri Nurserymen's Ass'n., Aladdin Hotel, Kansas City.

Jan. 26-27—Western Nurserymen's Ass'n., Aladdin Hotel, Kansas City, Mo.

Feb. 1-2—Ohio Nurserymen's Ass'n., Neil House, Columbus, Ohio.

Kelly was graduated from M. I. T. in 1922 and for the past four years has been experimenter for the office of foreign plant introduction, U. S. Department of agriculture.

78,000 CHINESE ELMS—These constitute the stock of Baker Bros. Nursery, Fort Worth, Tex., the sizes ranging from 2½ inches to 12 feet in height—growths of six months to 18 months. This tree has proved to be especially adapted to the Southwest.

Memorial to J. Edward Moon

A dogwood tree was planted this fall on the library grounds in Fallsington, N. J., in memory of the late J. Edward Moon, at one time president of the American Association of Nurserymen, who for many years was treasurer of the Fallsington Free Library, and who took a keen interest in the growth of this organization. The tree, also some privet, was presented by Miss Elizabeth C Chedester, who was assistant treasurer under Mr. Moon, and who still serves in that capacity under the present treasurer, Henry T. Moon, a brother of the former treasurer. The tree was planted by Owen Titus and Clarence Smith, school boys.

NURSERY SUPERINTENDENT
WANTED

We want a man for superintendent of Nursery in Michigan who is experienced in the growing and handling of Ornamental Nursery Stock, and digging and packing same for Wholesale and Retail Trade. Prefer young man who can handle men and is not afraid of work. To a man with the proper qualifications, we have a good permanent position. State qualifications, age and salary expected.

Reply to B 73, c/o American Nurseryman, Rochester, N. Y.

PLANTING STOCK

Purple Lilac from divisions. Well rooted and strong. At \$30.00 per 1000.

R. F. HARRIS
 MANCHESTER, CONNECTICUT

MILLION SELECTED HARDY BLACK HILLS EVERGREENS

For Spring Shipment
 Black Hills Spruce and Ponderosa Pine
 at following wholesale prices per 1000 6-12 in., \$20; 12-18 in. \$35; 18-24 in., \$50. No charge for packing F. O. B. 15th season. Satisfaction guaranteed. Reference Penn-
 sington County Bank. Write for circular.
 M. J. ANDERSON CO., Rapid City, S. Dak.

E. P. BERNARDIN

Parsons

Wholesale Nurseries

PARSONS, KANSAS

Established 1870

Specialties

Amoor River North Privet, 2 yr., 2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4½-8 ft. stems.

Lombardy Poplar, 5-6 to 10-12 ft.

Thurlow Willow, 5-6 to 10-12 ft.

Lonicera Bella Albida, 2-3 to 5-6 ft.

Deutzia Pride 2-3 to 5-6 ft.

Forsythia Asst., 2-3 to 4-5 ft.

Tamarix Asst., 2-3 to 5-6 ft.

Purple Wisteria, 2 & 3 yrs.

EVERGREENS—Biotas and Junipers, in good supply.

Early Harvest B. B. root grown plants.

Long list of Ornamentals in generous supply.

The F. E. SCHIFFERLI & SON NURSERIES

FREDONIA, NEW YORK

ESTABLISHED 1890

We offer for FALL and SPRING a very complete assortment of

Grape Vines, Currants and Gooseberries

in all grades. For thirty-six years we have made a specialty of growing these items, and with confidence unreservedly state:

"We KNOW How. Make Us Prove It."

We invite your inquiries.

YOU want the best DELPHINIUMS

WE have them!

Try our Wonderful Seed

Saved from the Finest

WREXHAM

—VARIETIES

Coquette	.....	\$1.00 per packet
Monarch of Wales	.....	\$2.00 " "
Queen Mauve	.....	\$1.00 " "
The Bishop	.....	\$2.00 " "
Violet Queen	.....	\$2.00 " "
Wembly	.....	\$3.00 " "

Please Write Us

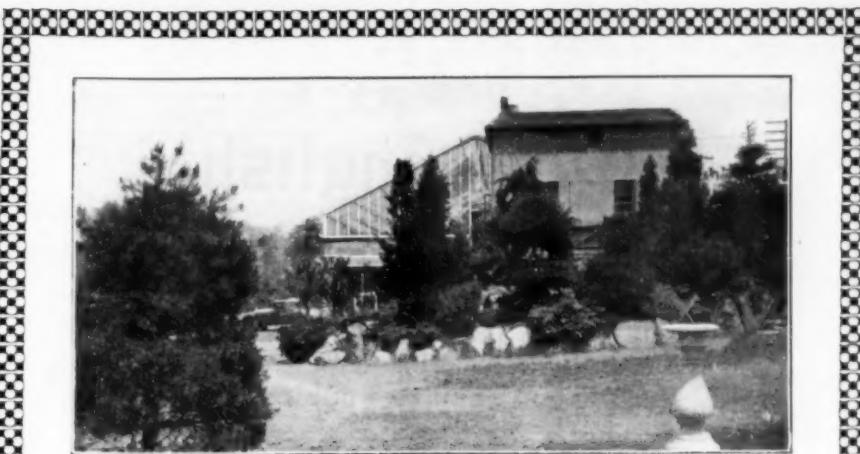
Hewitt & Co., Limited

Solihull, Warwickshire

ENGLAND

American Bulb Company

Importers and Growers of Dutch Bulbs, Cannas, Tuberous, Gladioli, Hardy Lillies, Manetti, Lily of Valley, Sphagnum Moss.

Send for Free Catalogue.
6 Murray St., 182 N. Wabash Ave.,
New York City Chicago, Ill.

If Bronxville Nurseries Do It So Can You

If they can make their road-side office and greenhouse pay, so can you.

You can, that is, provided you locate them on a main traveled road, and erect an attractive office, and one of our glass show houses.

But what's the good of the show house, you ask? We will let Mr. Wadley, the head of the nurseries, answer that.

"Before we had the show house, people would want to trot all over the nursery and pick out a rose here or an azalea there. It was maddening. Took a lot of our time and actually cost us money.

"Now we keep the show house filled with plants, and people make their selections right from the sample stock, or buy it outright.

"It has doubled, tripled and quadrupled our sales.

"Now, instead of putting it up to our regular men to take care of the transient or regular customer sales, we find girls can do it.

"In this age of the auto, folks are coming to the nursery more and more.

"The concerns who are ready to take care of that business quickly and economically, will reap a harvest.

"Instead of our being busy only in the spring and fall, we now do practically an all year around business."

"Bronxville Nurseries can make a show house pay, so can you. Let's talk it over and see what one would cost.

Lord & Burnham Co.

Builders of Greenhouses and Conservatories

Eastern Factory
Irvington, N. Y.Western Factory
Des Plaines, Ill.Canadian Factory
St. Catharines, Ont.

Irvington, N. Y.

New York

Philadelphia

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Boston

Chicago

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Kansas City

St. Louis

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Buffalo

Montreal

St. Catharines

Toronto, Canada

Koster Blue Spruce

8-20 ft. specimens

Pink Dogwood

10-12 ft. specimens

Magnolia Soulangeans

10-12 ft. specimens

Azalea Amoena

4-8 ft. specimens

French Lilac, 6-8 ft. clumps.

WM. M. MILLER CO.
PATERSON NEW JERSEY

LATHAM

—RASPBERRIES—

Mosaic Free Stock

The New Minnesota Red

Raspberry that out-yields

all others. Descriptive cir-

cular and price list on re-

quest.



Faribault, Minnesota

WATERPROOF PAPER LABELS

Red or White, Plain or Printed

Sample Free.

OHIO NURSERY CO.

Elyria, Ohio

GRAPE VINES

And Cuttings. Also Currants, Aspara-

gus, Strawberry plants.

Send for Price List and Particulars.

ESSIG NURSERY

BRIDGMAN MICHIGAN

TREE SEEDS

Send for catalog listing Tree, Shrub,
Perennial and Evergreen Seed. Col-
lected from all parts of the world.

CONYERS B. FLEU, JR.

6222 Ross St., Germantown, Philadelphia

We grow in large quantity for the trade especially
Strawberry Plants, BlackberryKing, Cuthbert, Trans. and Suckers, As-
paragus Root, Rhubarb, Grape Vines, Cur-
rants. Also Cuttings of same.

Write for list and price.

L. J. RAMBO Bridgman, Mich.

1927
KELWAY'S
Old English
FLOWER SEEDS
 and
CHOICE VEGETABLE SEEDS

★ Refer to our 1927 Catalogue mailed to you.
 Did you receive your copy? ★

Apply to the originators and creators of fine modern strains:

KELWAY & SON
 Seed Raisers (Wholesale)
 LANGPORT, ENGLAND

SPECIAL OFFER
OUR NEW CIRCULAR
PLATE BOOK

Is now completed and as a special inducement to introduce it we will mail a Sample Copy postpaid, upon receipt of \$1.50. It contains 94 leaves, with 164 colored illustrations, also short description on the back of each leaf.

Colored Circulars

have been added to our line.

We also make up "COMPACT" and Loose Leaf Plate Books, Folios, Maps etc., from our regular color prints.

PROCESS COLOR PRINTING CO.

Formerly CHRISTY, INC.

Searle Bldg. Rochester, N. Y.

WE OFFER

For late Fall and Spring, the following No. 1 stock: Write for prices.

Apple and Pear 2 & 3 Year. Plum on Plum. Peach, Cherry & Apricot. Carolina Poplars 8-10 ft. & 10-12 ft. Lombardy Poplars 6-8 ft. & 8-10 ft. Flow, Almond Pink & White 2-3 ft. Hypericum Mosorianum 18-24 in. Jasminum Humile 2-3 ft. Althea in Assortment 4-5 ft. Dentzins in Assortment 3-4 & 4-5 ft. Spirea Douglasi 2-3 ft. Spirea Reevesii 2-3 ft. Spirea Van Houtte 2-3 ft. & 3-4 ft. Amoer River North & California Privet 12-18 in. 18-24 in., & 2-3 ft. Hydrangea Ootska (Field Grown). Hardy Carnation Crimson Eng. Ivy and Dutchman's Pipe Seedling — North Carolina Peach Pits.

SEND US YOUR WANT LIST

W. T. HOOD CO.

Old Dominion Nurseries, Richmond, Va.

Seedlings for Reforestation
 from OREGON

Douglas Fir—Sitka Spruce
 Western Hemlock—Western Red Cedar

ALFRED A. LOEB
 5500 Division St. Portland, Oregon

PEACH

If you need peach, write us. We can supply your demand. Also apple in limited numbers and plum in small grades.

COMMERCIAL NURSERY COMPANY
 DECHERD, TENN.



Supplement Your Catalog with
Special Mailing
Pieces

—and you will increase your volume and make new customers.

We are specialists in designing Advertising for Nurserymen. Our special mailing pieces PAY THEIR WAY by bringing immediate sales and winning new customers.

The L. W. Ramsey Company
 Advertising for Nurserymen
 900 Putnam Building Davenport, Iowa

ORDER NOW

Good assortment all kinds of fruit trees in carload lots or less, small fruits, ornamental trees, shrubs, roses, BARBERRY THUNBERGII, CALIF. PRIVET, etc. Splendid stock. Let us know your wants.

DEALERS AND SEEDSMEN

Let us pack out your retail nursery orders. We give satisfaction. Write for terms.

T. W. RICE, NURSERYMAN
 GENEVA, N. Y.

WHITE BIRCH AND LINDEN
SEEDLINGS

Minnesota's New Fruit Trees
 and Plants

Plums, Apples, Cherries, Gooseberries, Mosaic-free Latham raspberry.

EVERGREEN SEEDLINGS

Colorado Blue Spruce, Mugo Pine, White Pine, Scotch Pine. My seedlings have an exceptionally good root system due to the favorable soil condition in my seed beds.

J. V. BAILEY'S NURSERY
 Dayton's Bluff Sta., St. Paul, Minn.

ORNAMENTALS
SHADE TREES, SHRUBS

COLLECTED STOCK

Locust, White Poplar, White Oak, Red Oak, Chestnut, Red Elm, Hickory, Birch and Flowering Dogwood. All of one kind or assorted, per 100, 3-4' \$2.50; 4-5' \$10.00; 5-7' \$12.50. Baled and burlapped. Order now for Fall delivery. Please send check with order.

W. M. R. MCGUIRE
 P. O. Box 418 Johnson City, Tenn.

Nursery Stock

For Lining Out

Well rooted cuttings—Per 1000	
100,000 Deutzia Gracilis	\$35.00
125,000 Deutzia Lemoinei	35.00
150,000 Hydrangea P. G.	35.00
200,000 Spirea Anthony Waterer	35.00
50,000 Rhododendron Kerrodes	35.00
40,000 Viburnum Opulus Sterilis	40.00

Two Year Olds

40,000 Viburnum Americana	\$45.00
20,000 Viburnum Lentago	50.00
50,000 Viburnum Opulus	50.00

Largest stock in United States.
 Send for our complete list.

Onarga Nursery Co.

Cultra Bros., Mgrs. Onarga, Ill.

Pecan Trees

Are Our Specialty

Over 100,000 high grade, clean, thrifty, stake-trained pecans each year. 150 acres in Pecan Nursery. Also have SATSUMA ORANGE trees on C. T. stock.

Simpson Nursery Co.
 Monticello, Fla. Established 1902

Bolling Farms Nurseries
 Growers

ORNAMENTAL SHRUBS,
BROAD LEAVED EVERGREENS,
PRIVET, VINES, POPLARS,
ARBORVITAE

And other conifers.

Catalog and list of our offerings will be sent upon request.

Bolling, Alabama, Dept. B

HARDWOOD CUTTINGS
SEEDLINGS
SEEDLINGS
HEDGE PLANTS

Send for complete list.

Rosebank Nursery Co.
 INCORPORATED
 Huntsville, Ala.

NOTICE

To all American Nurserymen and Seedsmen desiring to keep in touch with commercial horticulture in England and the continent of Europe. Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of \$1.50 covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

Established 1888
 H. A. LTD., Lowdham, Nottingham, Eng.

SEEDLINGS

Grown Entirely Without Irrigation

100,000 Apple, French Crab...3/16 in. & up
 75,000 Apple, French Crab...2/16-3/16 in.
 50,000 Pear, Calleryana ...2/16 in. & up
 100,000 Pear, Calleryana ...2/16-3/16 in.
 50,000 Pear, Calleryana ...About 2/16 in.
 10,000 Pear, French ...3/16 in. & up
 10,000 Pear, French ...2/16-3/16 in.
 10,000 Pear, French ...About 2/16 in.
 50,000 Pear, Japan ...3/16 in. & up
 25,000 Pear, Japan ...2/16-3/16 in.
 60,000 Pear, Japan ...About 2/16 in.
 30,000 Pear, Ussuriensis ...3/16 in. & up
 100,000 Pear, Ussuriensis ...2/16-3/16 in.
 100,000 Pear, Ussuriensis ...About 2/16 in.
 25,000 Cherry, Mazzard ...3/16 in. & up
 100,000 Cherry, Mazzard ...About 2/16 in.
 7,500 Plum, Myrobalan ...3/16 in. & up
 20,000 Plum, Myrobalan ...2/16-3/16 in.
 25,000 Plum, Myrobalan ...
 700 Birch, Eur. White ...24-30 in.
 1,500 Birch, Eur. White ...18-24 in.
 4,000 Birch, Eur. White ...12-18 in.
 2,000 Birch, Eur. White ...6-12 in.
 3,000 Birch, Eur. White ...4-6 in.
 2,000 Maple, Sycamore, Purple ...6-12 in.
 1,000 Maple, Sycamore, Purple ...4-6 in.
 Owing to a short crop of seed, French Pear Seedlings are exceedingly scarce and will be sold only with regular orders for other Seedlings.

Portland Wholesale Nursery Company

East Washington at Sixth Street
 Portland, Oregon

CARFF'S Nursery

Headquarters for Small Fruit Plants and Lining Out Stock

Strawberries Hardwood Cuttings
 Raspberries Iris
 Dewberries Sage
 Blackberries Horseradish
 Elderberries Asparagus
 Currants Rhubarb
 Gooseberries Barberby Seedling
 Grape Vines Peonies
 Privet Spirea Honeysuckle
 Hydrangea P. G. Euonymus Radicans
 Mallow Marvel

Our list quotes lowest prices
 W. N. Soarff & Sons, New Carlisle, O.

APPLE—1 yr. and Cut Back.
 CHERRY Hansen Hybrids { 1 Yr.
 PEACH
 GRAPE VINES—2-1, 1-1, 1-2.
 APPLES SEEDLINGS
 PEAR SEEDLINGS, USSURIENSIS
 FOREST TREE SEEDLINGS
 Catalpa Russian Mulberry
 Elm Honey Locust

TROY NURSERIES

W. N. ADAIR, Proprietor

TROY, KANSAS

PRIVET AND BERBERIS
 SPLENDID STOCK
 Write for Special Quotations.
 LESTER C. LOVETT
 Milford Delaware

3000 Oriental Arbor Vitae For Sale
 Choice heavy specimens, 4 to 6 feet high
 Prices: single specimens \$3.00; 10 or more
 \$2.50; 100 or more \$2.00. Carload lots \$1.75.
 All prices F. O. B. Pine Bluff, packing at cost.
 Representative specimen on request.
 PINE BLUFF NURSERY CO.
 Pine Bluff Arkansas

TYING MACHINE

This Boy is Tying Celery and Does It More Than Again as Fast as by Hand. Many Nurserymen Are Using It for Tying Small Shrubs, Small-growing Plants, Perennials, Plants, Etc.

BETTER LOOK INTO THIS!

Write Dept. N.

Felins Tying Machine Co.

1194-96 Fourteenth St.

MILWAUKEE, WIS.



Thousands in Use



GRAPE ROOTS

For Garden and Vineyard Planting. Best varieties; well rooted; vigorous. Also Currants, Gooseberries, Asparagus. Free catalogue.

T. S. HUBBARD CO.
 FREDONIA NEW YORK

It's free. Get our booklet "Rain." It tells you how to greatly increase the profits from your business. Every Nurseryman should have it. And it's free. Send for your copy today.
 SKINNER IRRIGATION CO.
 500 Water St., Troy, Ohio

SKINNER
 SYSTEM
 OF IRRIGATION

Peach Pits
 The Howard-Hickory Co.
 Hickory, N. C.

Growers Confidential
 Price List Ready

IT IS advisable that you write for this list now and make immediate reservations while the assortment is complete and varied. We will ship at once,—or tag and hold for your future shipping date. Standard and Dwarf Pear.—General Assortment Plums.—On plum—Running strong to first size Sweet Cherries.—Beautiful well rooted stock on Mazzard

Peaches.—General assortment all grades

Currants.—Fay's, London Market, Wilder—2 yr.

Grapes.—Special prices on Concord

Asparagus.—Washington, 2 yr., and other sorts

Shrubs.—A very complete line

Evergreens.—A few varieties still to offer in large sizes.

Ampelopsis Veitchii.—Strong 2 year

Aristolochia Siphon.—True large leaved grafted variety

Hall's Honeysuckle.—Two and three year

Roses.—Hybrid Perpetuals, Hybrid Teas and Climbers, carefully graded

Perennials.—Very complete assortment

Evergreens.—Pot Grown from both Cuttings and Grafts

Evergreen Seedlings.—One and two year

Evergreens.—Once and twice transplanted, two to five years old

Shrubs Pot Grown.—Propagated during the summer of 1926

Send your card or letterhead. Please state your requirements clearly so we can give your inquiry special attention. Patrons say it's a pleasure to do business with us. We have 600 acres here in nursery stock with a 46-year reputation for honorable dealings to recommend us. Try us once.

THE COLENURSERY CO. PAINESVILLE, OHIO

Broadleaf and Coniferous EVERGREENS

English Laurel, Japanese Ligustrum, Gardenias, Aucuba Japonica, Biota, Retinosporus, Thuya.

Price list on request.

Audubon Nursery

H. VERZAAL, General Manager
 Wilmington, N. C. P. O. Box 275

APPLE and PEACH

Good assortment of varieties in various grades in car lots and less.

Also Shade Trees, Shrubs, Evergreens, Privet, Hardwood Cuttings and Seeds.

Get our prices and samples before placing order elsewhere.

TITUS NURSERY CO.
 WAYNESBORO, VA.

EVERGREEN PLATE BOOKS
 50 Four-color process prints, made from photographs. There are 25 Evergreen views with descriptions; the other 25 views consist of leading varieties of Shrubs and Roses. Size 5x9 in. Price \$3.75 each. Cash with order. Money back if not satisfactory.

THE D. HILL NURSERY CO.
 Evergreen Specialists
 Largest Growers in America
 Box 402 Dundee, Ill.

Spiraea, Philadelphus, Weigelia, Hydrangea P. G. and other hardy shrubs. Two-year California Privet, Roses, Grape Vines, Blackberries, Catalpa Bungei, Peach and other fruit trees.

M. J. Champion & Son, Perry, Ohio

THE AMERICAN ASSOCIATION OF NURSERYMEN

Is accomplishing much for the Nursery Trade.
 With a record of fifty years of service.
 Practical departments and active committees.
 National conventions of inestimable value.
 President, Earl E. May, Shenandoah, Ia.

Unite with Six Hundred Representative Nurserymen throughout the country to protect your interests and advance your business. Only Nurserymen of high ideals are eligible to membership.

Vice-President, Walter W. Hillenmeyer, Lexington, Ky.

Write CHARLES SUZEMORE, Secretary, Louisiana, Mo., for full particulars.

Northern Retail Nurserymen's Convention

(Continued from Page 8)

try as an example. We must get out of the old rut—be on the look out for good, new varieties that will supersede the old. There are just as many valuable improvements in the horticultural as there are in the automobile world. Nurserymen have to too great an extent been lax in bringing the public these new varieties of merit, both in fruits and ornamentals. Mr. Hilborn mentioned a number of outstanding subjects: Cortland apple, Latham raspberry, New Minnesota plums, Chinese elm, Moline elm, Sarah Van Fleet rose, the new varieties of *Philadelphus*, and other promising introductions. By keeping constantly on the alert to feature the really good new horticultural subjects we can develop an increased demand for our products, and, to a considerable extent, remove our business from a great deal of cheap competition.

The committee on resolutions submitted the following, which were all unanimously adopted:

RESOLUTIONS

Resolved, That the Northern Retail Nurserymen's Association go on record as protesting against the excessive and arbitrary rates and regulations employed by the express companies in transporting Nursery stock, namely, the damaging of plants and trees by piling packages against hot steam pipes in express cars; and the recent ruling charging for storage on packages not delivered within 72 hours after arrival.

Resolved, That this Association protests Rule 8 of the uniform express receipt granting express companies authority to return uncalled-for or refused C. O. D. packages at shipper's expense.

A Year's Retrospect

(Continued from Page 10)

good than an enormous lot of advertising. Of course, organized advertising is out of the question.

We would like to see such a movement on foot and see it tried out next year.

Off hand we could name a large number of men who have ability to write suitable articles and we know that a number of them would find it a very easy matter to get their articles published.

C. R. BURR & CO., INC.

Practical Suggestions

Framingham Center, Mass., Dec. 20—One of the most important trade events for the past year is the increasingly better cooperation between the various Nurserymen on federal and state legislation.

The demand for better text books on production is increasing and it is important that this should be met.

There is urgent need for better sales advertising.

Nurserymen should get together and agree as to where trade discounts shall or shall not be given. It may be desirable to require a certain approved rating before any trade prices are given.

The American Association of Nurserymen will best serve its members when it becomes a real business and sales power and expends as much effort in this direction as is now expended to promote production only. There is ample opportunity in the New England district for making the Nursery business a more important factor in the commercial life of this territory.

Nurserymen should bear in mind that over-production must be avoided. Efforts should be concentrated on advertising and selling more to the consumer. The present tendency is towards over-production.

AMERICAN FORESTRY COMPANY.
H. E. Vincent, Secretary.

Resolved, That we highly appreciate the co-operation and support given this association and its members by Mr. Ruggles and Mr. Winter, of the State Nursery Inspection Department; Mr. Cary, of the State University; Mr. Roberts, of the Forestry Department, and Mr. Wirth, of the Minneapolis Park Board for their very helpful contributions to our program.

Resolved, That the President's address to the Northern Retail Nurserymen's Association be forwarded to the trade journals and News for Nurserymen for publication, also that the trade papers be furnished a report of this convention by the Secretary with information of any action taken that may be of general interest to Nurserymen.

Resolved, That this association express a vote of thanks to the president, secretary and other officers of the association for their very proficient and untiring efforts in promoting the welfare of this association during the past year.

Resolved, That the management of the Hotel Nicollet be extended a vote of thanks for the splendid service and many courtesies extended this association during these three days of our meetings.

OFFICERS ELECTED

The following officers were elected: President, D. M. Mitchell, Owatonna, Minn.; vice-president, W. G. McKay, Madison, Wisc.; secretary and treasurer, C. H. Andrews, Faribault, Minn.

Member of the executive committee, E. M. Sherman; Delegate to American Association of Nurserymen convention, M. R. Cashman; Alternate delegate, E. C. Hilborn.

C. H. ANDREWS, Secy.

Michigan Horticulturists

The joint meeting of the Michigan State Horticultural Society and the American Pomological Society in Grand Rapids, Mich., last month was attended by a strong representation of Michigan fruit men besides growers and workers from Illinois, Wisconsin, Mississippi, Kansas, Indiana, Ohio, New York, Massachusetts, Connecticut, Maryland, West Virginia and Washington. It was brought out that 133 varieties of apples are grown in Michigan, but that only a few of these are really profitable, notably Delicious, McIntosh, R. I. Greening, Northern Spy, Baldwin, and apples of that class. Net profit is closely related to production. The impression was given that the apple industry is none too happy, but that the East, especially Eastern New York and New England, has as good a prospect as any other section.

Michigan cherry growers, it was said, are favored by having only one species of fruit fly to contend with, whereas New York growers have two. Cultural practices which give vigor to the tree, and spraying and dusting operations which give protection to the fruit, were shown to have been used to advantage in other cherry sections of the country in extending the harvest.

The feature of the banquet was the recalling by Charles Garfield of the days in American horticulture when amateur interest surpassed the commercial. Mr. Garfield, quite interestingly, was born the same year, 1848, that the American Pomological Society held its first convention—then called a fruit congress. It was his pleasure to know such men as Marshall P. Wilder, Charles Downing, Patrick Barry, J. J. Thomas and P. J. Berckmans.

Reports told of methods of advertising, and the vigorous response from Michigan growers in backing the national campaign, "Apples for Health," was evidence that they believed in the movement.

Ethics and Friendship

(Continued from Page 7)

buy, but it is the question of service that goes with the machine that sells it."

The successful business man must think of something beside the margin of profit. Towering above this, is the spirit of service. It is a good investment. The real test of service rests with the man himself; it may determine the measure of his success, the compass of his good will, even his circle of

NEW YORK NURSERYMEN'S ASSOCIATION

C. J. Maloy, Rochester, N. Y., Secy.

Annual convention of the New York Nurserymen's Association will be held Jan. 12-13 at Hotel Seneca, Rochester, N. Y., under the direction of President D. E. Williams, Geneva; Secretary-Treasurer, C. J. Maloy and the other officers. The association has 68 active and eight associate members. Following is the program:

Wednesday, January 12, 1927—10:30 A. M.

Minutes of last meeting.

Appointment of Nominating Committee.

President's address.

Report of Secretary-Treasurer.

Report of Legislative Committee.

Report of Transportation Committee.

Wednesday, January 12, 1927—2 P. M.

Report of Wholesale Committee

"Scientific Work on Nursery Problems that is being done at the Boyce Thompson Institute"—Dr. William Crocker.

"Additional Experiments the New York State Experiment Station propose to carry on for the Benefit of the Nursery Industry"—Dr. R. N. Thatcher, Director, New York State Experiment Station.

"The Japanese Beetle Quarantine and its effect on New York State Nurserymen"—C. H. Perkins, Jackson & Perkins Co., Newark, N. Y.

Thursday, January 13, 1927—10:30 A. M.

Report of Retail Committee.

"Business Plans and Methods for the Retail Nurserymen"—William M. Mumm, Mumm-Romer Advertising Agency, Columbus, O.

12:30 Luncheon at Seneca Hotel. Right after the close of the morning session, at 12:30 p. m., a luncheon will be served which will take the place of the annual banquet. Good food and entertainment.

Thursday, January 13, 1927—2 P. M.

"Street Tree Problems"—Thomas P. Maloy, City Forester, Rochester.

Address—H. B. Tukey, Hudson, N. Y.

Report of Nominating Committee.

Election of Officers.

Unfinished business. New Business.

Schools for Nurserymen

W. B. Cole and C. H. Shumaker as chairman and secretary of the committee in charge of the Painesville school for Nurserymen, are arranging for sessions on Feb. 8-9 and March 1-2, from 1:30 to 5 p. m. and from 7:30 to 9:30 p. m. A banquet will feature the opening of the school. Ohio State University will pay the traveling expenses of the instructor and the local committee will pay his board, room and other expenses. It is hoped that the tuition may be as low as \$3 per person, including books, etc.

As previously announced extension schools for Nurserymen will be held in Dayton, Springfield, Cincinnati, Tippecanoe City and Cleveland.

Very little stock in Nurseries about the state is being condemned this year by the Oklahoma Board of Agriculture as unfit, said T. B. Gordon, state Nursery inspector, following an examination of several Nurseries.

friends. It should be included in the "ethics" of business, for the thought of service leads to the spirit of service.

In conclusion—Ethics and friendliness in business include fair dealings, truthfulness, helpfulness and service. These things are not so ideal that they are impractical or impossible. Under these figures you are sure to progress and are entitled to all the business you can secure, and there will be no objections if "you get the money."

The Preferred Stock

And Now for 1927!

"Can't kick a bit," says Perk. "'26 was an all right year.

"And there isn't a nurseryman that **can** kick, justly, if he planned ahead a little and had a good assortment of J. & P. Roses, Vines, Shrubs and Trees on hand for the heavy planting seasons."

Perk's right. 1926 **was** a good year—good for those that were prepared. And that's the thought I want to get across now—1927 will be good, too, for those who get ready.

It's not a bit too early to order your "Preferred Stock" for Spring **RIGHT NOW**.

Then you won't run the danger of being caught by an early season with an incomplete assortment.

Perk's starting his bulletins going at once. You'll receive one about every two weeks from now until the end of spring. Watch for them. **Then order!**

Yours for a big '27,

Jack



Well, well, well! Another year gone by!

Here's Father Time Jack and Dan Cupid Perk in their New Year raiment. They're joyously wishing every nurseryman a very

Happy New Year

They'll be in their normal garb—and frame of mind—again soon, back on the job, giving their usual good service and helping nurserymen cash in on "The Preferred Stock."

Jackson & Perkins Company
Wholesale Only
 Newark, New York.